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Food and Agricultural EXPORT DIRECTORY 1971

FAS M-201 · MAY 1971 · REVISED
U.S. DEPARTMENT OF AGRICULTURE
FOREIGN AGRICULTURAL SERVICE

FOREWORD

This third edition of the Food and Agricultural Export Directory has been revised and expanded to give exporters a handy desk reference of the addresses and telephone numbers of key contacts in the development of food and agricultural exports.

The additions include an Introduction for new exporters to the mechanics of international trade, and a listing of Combination Export Managers servicing the food and agricultural trade. The Directory also includes the listing of a number of new services that have come into existence during the past year, such as the FAS Export Trade Services Division, Atlantic International Marketing Committee, and World Trade Center Institute.

Every effort has been made to make this Directory as complete and accurate as possible as of this date. Suggestions for additions and changes that will make the information more useful will be welcomed. Listing does not imply approval or constitute endorsement by the U.S. Department of Agriculture or the Foreign Agricultural Service.

CONTENTS

	Page
Introduction - A Message to New Exporters	1
U.S. Department of Agriculture	
Foreign Agricultural Service	5
Export Marketing Service	10
Extension Service	12
Other USDA Offices	15
U.S. Department of Commerce	16
Small Business Administration	19
State Export Organizations	22
State Departments of Agriculture	23
Export Development Cooperators	
U.S. Offices	29
Overseas Offices	34
U.S. Chamber of Commerce	37
Combination Export Managers	38
Port Authorities	42
Export Payment and Credit	46
Transportation Services	47
Research and Training	49
Foreign Embassies in the United States	50
Export Publications	53

FOOD AND AGRICULTURAL EXPORT DIRECTORY 1971

INTRODUCTION

A MESSAGE TO NEW EXPORTERS

Someone overseas buys a portion of almost every crop raised on the American farm.

Production from one in about every four acres is exported -- as wheat by the shipload, popcorn by the case, mayonnaise, horseradish, chicken parts, celery, cattle, orange juice and hundreds of other foodstuffs, raw, refined or ready to eat.

The products go to a market that is growing not only in numbers, but in buying power, and they are sold by thousands of American businessmen who have found that different dress, a different language and different currency do not make a different customer.

If you merchandise or process farm products, you can have a place in this market. Yours need not be a big business. A not uncommon complaint overseas is that too many U.S. companies will not sell in less than carload lots, shutting out tradesmen who would like to develop American products but cannot take a large volume initially.

Commercial exports of U.S. farm products have nearly tripled since 1956 and the potential for increase is even greater as country after country turns from a subsistence economy and subsistence living to a growth economy and better living.

You are selling in the domestic economy, the most demanding market in the world, so you already have the business acumen required to sell overseas.

As you investigate the export market, you will find government agencies, both state and national, and many private groups eager to help you.

The Foreign Agricultural Service of the U.S. Department of Agriculture has an Export Trade Services Division and Commodity Divisions with export specialists ready to assist.

The U.S. Department of Commerce has export specialists in its field offices throughout the country. Offices of the Small Business Administration also are geared to help. Dozens of trade associations and State Departments of Agriculture can advise and guide you into this new market.

This Directory is designed to give you the names of these contacts for assistance in export selling.

WHERE TO START

First, of course, you must have something to sell abroad, which means that you must be willing to commit a portion of your production for overseas sales on a continuing basis. Nothing kills sales any more effectively than an undependable supply, and this is just as true abroad as it is at home. The businessman who approaches export sales as a residual outlet for surplus production can hardly expect to succeed in the export market.

Fortunately, most American farm products, in one form or another, are suitable for export. Our big crops and commodities, which account for our major trade volume overseas, generally are exported in bulk for milling, processing, further refining, blending, and manufacturing abroad. Related products, such as feed and food additives and supplements, convenience foods, fresh vegetables and fruits, specialty foods, can be exported in ready-to-use form.

U.S. livestock breeding stock, including baby chicks, and hatching eggs, is exported in ever-increasing numbers to supplement and improve production of meat, milk, and eggs throughout the world.

Packaged and branded American groceries are being bought from countless retail outlets abroad. The Department of Agriculture's Foreign Agricultural Service estimates that nearly 500 U.S. farm products are exported. Chances are that your product, regardless of its nature or form, can fit somewhere in this vital marketing picture.

Therefore, as you decide to explore the export market for your products, careful study and thought regarding their characteristics, adaptability, and potential end uses will help and undoubtedly hasten their initial overseas sales.

FINDING THE OVERSEAS BUYER

How to find a buyer? Your first impulse may be to pack a few samples and "fly blind" to some overseas point and take your chances. This may have worked a generation or two ago, and we are not saying it is impossible now, but unless you have well-established trade contacts or business relations overseas, you are almost certain to save time, money and energy by probing the overseas market before you start traveling internationally.

The many U.S.-based agencies, companies, associations and trade groups listed in this Directory can help you. They will be happy to give you information on markets and production in specific countries, product preferences and requirements; credit sources and methods of payment, and any trade restrictions or prohibitions that you might face. They will gladly consult on marketing opportunities and where you can start best.

The FAS Export Trade Services Division is developing a new Trade Opportunity Referral System for helping U.S. exporters make contact with foreign buyers. All you have to do is fill out a form showing your interest in the export business. Trade inquiries from foreign firms will then start coming direct to you for followup and action. Tel. 202/388-7938.

One of the best devices you can use to quickly appraise the overseas market and at the same time export your products to buyers is the international trade fair exhibit. For hundreds of years these exhibits have served as the traditional international meeting place, or "show case," for buyer and seller. Their usefulness for this purpose is just as important today.

Exhibits bring together in a short time sellers and their products and buyers and their order books. Their size and scope can vary from huge international events, with perhaps a million or more persons visiting, to smaller trade-only shows where the public is excluded.

FAS sponsors from 10 to 20 overseas exhibits annually; some in established markets, others in new or developing markets. This exhibits program is available to you today. As a commercial export supplier, your participation is basically the same in any type of U.S. exhibit. You send products and a representative, either from your U.S. company or an overseas office or affiliate, if you have one, to attend your booth or display and to actively promote and sell your products. Tel. 202/388-4376.

Your representative should know your company and its background, have full prices and information on your products, and be able to quote delivery times and conditions.

The buyer may say that he would like to buy your product, but that you will first have to overprint the label with the drained weight and net weight in the metric system, and in the language of the country. In some countries even the type sizes for this label printing are set by law.

Knowledge of these details, insignificant and time-consuming as it may seem to you, are necessary. Most company executives and representatives who have regularly attended FAS-sponsored exhibits use the exhibit period to schedule further interviews and trade discussions to be held after the exhibit closes.

A minimum of a week in the host country after the exhibit closes is time well spent. If you pack up and come home the day the exhibit closes, you may have wasted much of your overseas time and travel money. Followup is essential to developing enduring trade overseas, just as it is at home.

EXPORT AGENTS

In opening up an overseas market you may wish to use the services of a Combination Export Manager. Such firms handle the foreign business of several companies, usually on a minimum retainer basis, plus commission. The CEM is the export manager of each company it serves. It may use your stationery and your packing and shipping facilities; its overseas agents and representatives operate in your name; it may or may not assume credit risks. Its know-how and services are of particular value to small companies not yet ready to set up their own export departments.

A partial listing of the Combination Export Managers is given in this Directory.

If you have had some experience in exporting, you may wish to set up your own export department. This may only require assignment of export-related duties and responsibilities to members of your company, or it may require organization of an entirely new department.

You may wish to sell your products through one of the following export agents:

Export Merchant - He will buy your goods outright, usually on a nonexclusive basis, and resell them abroad on his own account.

Export Commission Agent - He is actually a buyer or purchasing agent for foreign companies who scan the U.S. market for goods that meet its specifications. Accordingly, he is paid in the form of commissions from the foreign firm.

Export Broker - He is frequently a specialist in export trade in food and staple products, who brings the domestic seller and foreign buyer together, and receives a commission on sales that he has arranged.

All of the above Export Agents can perform a useful service. The one you select will probably depend on the integrity, experience of the firm in exporting your line of goods, charges or commissions, and services it can perform in developing a foreign market for your products.

EXPORT INFORMATION

Whatever method you choose to make your bid for a share in the overseas market, you will want at least a passing knowledge of some of the quirks, the special procedures and terms involved, and the continuing sources of information on export trade.

The Foreign Agricultural Service operates a worldwide system of gathering and distributing economic and marketing information on agricultural production and use. Key links in this system are the U.S. Agricultural Attaches and Agricultural Officers who are maintained by FAS in many American Embassies and Consular offices abroad. Much of the information on agriculture abroad published and distributed in the United States comes from regular reports furnished by these men. They welcome visits from U.S. businessmen.

FAS also has a Washington-based staff of commodity specialists who travel widely and continually investigate new, expanding, and existing markets for American farm products. They serve as useful contact points for exporters.

FAS and other government agencies have a number of publications that will assist you in developing export markets. Many of these are listed in this Directory.

Shippers, banks, commodity trade associations and other export-oriented commercial entities will furnish information and services, either without charge or at a small fee. Their goal, as that of the government agencies, is the same as yours: to establish your products in the export market.

The field offices of the U.S. Department of Commerce can supply you at a cost of $2 each with World Trade Directory Reports giving background information on individual foreign firms.

OBTAINING PAYMENT

When you make your first sales overseas, you will, of course, want to exchange credit references with your buyer. Your international bank can help supply you with this information. Credit inquiries, made within the bounds of propriety, are customary and welcomed by reliable traders anywhere in the world.

The most universal means of payment is the bank-to-bank transaction -- between the buyer's bank overseas and your bank here -- with a letter of credit.

A letter of credit is simply a contract stating that if you will deliver the goods under the agreement made between you and the buyer, he will pay for them.

Your bank will issue you a confirmed letter of credit after assurance from the buyer's bank that he has the money on hand or will get it in time to pay for the goods.

Another method is based on "payment against documents," also known as the "sight draft." Here, you or your freight forwarder sends documentation on the shipment to the buyer's bank overseas. The bank in turn notifies the buyer to come to the bank, sign the documents, and authorize payment to your bank in the United States. The buyer does not receive title to the goods until the payment has been made.

A variation of the sight draft is the "time draft," which means simply that the buyer can receive the cargo and have an additional 30, 60, 90 days, or whatever extension you and he agree on, to pay for the goods.

Then there is the "open account," which resembles our ordinary charge account system.

How you handle your overseas accounts can depend on many factors, but the most important is your relationship with the buyer. Mutual respect and integrity, combined with good business principles and practices, are the key elements. It does not matter whether your buyer is ten miles, or 10,000 from you. The basic procedures are much the same anywhere.

SHIPPING PROCEDURES

The services of an international freight forwarding agent will be helpful in shipping your products abroad. The freight forwarder, as he is called, usually headquarters in a port city. He is an independent businessman whose basic role is to see that your product gets to its destination the best and cheapest way. He will provide you with all the necessary services to get your product from your plant to your customer, or as many or as few as you wish, depending on your own resources.

He is, in effect, your travel agent to move the goods involved in the sale just as your banker moves the money.

As you gain experience in the export trade, you may decide to dispense with the services of the freight forwarder and handle the shipping yourself. You can do it yourself from the start, of course, and many businessmen have. Others do all their exporting through forwarders. The decision is yours.

EXPORT SERVICES

This Directory lists most of the services available to exporters of food and agricultural products, from the initial inquiry to the final sale. The Table of Contents will give you a key to locating these services.

For direct assistance in getting into the export business we would suggest you call the FAS Export Trade Services Division, 202/388-7631. The Division will assist you in making contacts and obtaining information from Washington, D.C. and State export agencies and is available for counsel and assistance on export matters.

Raymond E. Vickery

Raymond E. Vickery, Director
Export Trade Services Division

FOREIGN AGRICULTURAL SERVICE
U.S. Department of Agriculture
14th & Independence Avenue, S.W.
Washington, D.C. 20250

The Foreign Agricultural Service is a service and promotion agency for the agricultural export business. The key Washington, D.C. contacts are listed below.

Administrator ..... Raymond A. Ioanes
Deputy Administrator ..... Howard Worthington
Assistant Administrator for Market Development .. Kenneth K. Krogh

FOREIGN MARKET DEVELOPMENT

Export Trade Services Division. Coordinates distribution of foreign trade inquiries for food and agricultural products to interested exporters and export groups. Provides information on export requirements and general assistance to exporters and those wishing to get into the export business.

Director ... Raymond E. Vickery
Tel: 202/388-7631

State Agencies Coordinator ... Alexander Bernitz
Tel: 202/388-6723

International Trade Fairs Division. Direction of food and agrucultural exhibits at international trade fairs and U.S. Trade Centers, overseas American in-store promotions, trade seminars and conferences.

Acting Director ... Robert E. Mannion
Tel: 202/388-4376

Trade Projects Division. Development, administration, funding and evaluation of Government projects with U.S. trade and commodity organizations for promotion of food and agricultural products.

Director ... Jimmy D. Minyard
Tel: 202/388-6343

Commodity Divisions. Provides information on foreign markets and export programs for the following agricultural commodities:

Cotton
Director ... H. Reiter Webb
Tel: 202/388-6271

Dairy and Poultry
Director ... David R. Strobel
Tel: 202/388-3155

Fats and Oils
Acting Director ... Howard A. Akers
Tel: 202/388-7037

Fruits and Vegetables
Director ... John W. Stewart
Tel: 202/388-3019

Grain and Feed (including pulses and seeds)
Director ... Richard E. Bell
Tel: 202/388-6885

Livestock and Meat Products
Director ... James P. Hartman
Tel: 202/388-6554

Tobacco
Director ... Hugh C. Kiger
Tel: 202/388-3000

Honey
Agricultural Economist ... Gordon E. Patty
Tel: 202/388-2579

Foreign Market Information Division. Services inquiries of a general nature about USDA programs in the foreign agricultural field.

Director ... J. Donald Looper
Tel: 202/388-3448

AGRICULTURAL ATTACHE SERVICE

The agricultural attaches are the overseas "eyes and ears" of American agriculture, representing U.S. agricultural interests abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS commodity divisions.

Assistant Administrator ... Horace J. Davis
Tel: 202/388-6138

Deputy Assistant Administrator ... Richard Smith
Tel: 202/388-3253

Area Officers

Europe
T. O. Engebretson
Tel: 202/388-2144

Near East and Africa
John D. Motz
Tel: 202/388-4887

Western Hemisphere
Douglas W. Crawford
Tel: 202/388-4145

Far East and South Asia
Dale E. Farringer
Tel: 202/388-2527

Agricultural Attaches and Officers

Argentina
Agricultural Attache
American Embassy
Sarmiento Building 663
Buenos Aires, Argentina
Tel: 46-3211

Australia
Agricultural Attache
American Embassy
Moonah P.
Yarralumlas, A.C.T.
Canberra, Australia
Tel: 7-1351

Belgium
Agricultural Attache
American Embassy
27 Boulevard du Regent
Brussels, Belgium
Tel: 13.38.30

Agricultural Attache
US Mission to the European Communities (USEC)
23 Avenue des Arts
Brussels, Belgium
Tel: 13-44-50

Brazil
Agricultural Attache
American Embassy
Avenida Das Nacoes, Lote No. 3
Brazilia, Brazil
Tel: 55422

Agricultural Officer
American Consulate General
Edificio Conjunto Nacional
Rua Padre Joao Manuel, 20
Sao Paulo, Brazil
Tel: 37-5574

Canada
Agricultural Attache
American Embassy
100 Wellington Street
Ottawa, Canada
Tel: CEntral 6-2341

Chile
Agricultural Attache
American Embassy
Codina Building
1343 Augustinas
Santiago, Chile
Tel: 83801-4

China
Agricultural Attache
American Embassy
2 Chung Hsiao West Road
Taipei, Taiwan, China
Tel: 333-551

Colombia
Agricultural Attache
American Embassy
Edificio Bavaria Carrera 10, No. 28-49
Bavaria Building
Bogota, Colombia
Tel: 349-560

Congo, Democratic Republic of the
Agricultural Attache
American Embassy
6 Avenue des Aviateurs
Kinshasa, Democratic Republic of the Congo
Tel: 5881-2

Costa Rica
Agricultural Attache
American Embassy
Avenida 3 & Calle 1
San Jose, Costa Rica
Tel: 22-55-66

Denmark
Agricultural Attache
American Embassy
Dag Hammarskjolds Alle 24
Tel: TRia 4505

Dominican Republic
Agricultural Attache
American Embassy
Calle Cesar Nicolas Pensen
and Calle Leopoldo Navarro
Santo Domingo, Dominican Republic
Tel: 682-2171

Ecuador
Agricultural Attache
American Embassy
120 Avenida Patria
Quito, Ecuador
Tel: 30020

El Salvador
Agricultural Attache
American Embassy
1230, 25 Avenida Norte
San Salvador, El Salvador
Tel: 25-7100

France
Agricultural Attache
American Embassy
2 Avenue Gabriel
Paris, France
Tel: 265-7460 Ext. 7171

Agricultural Attache
US Mission to the Organization for Economic
Cooperation and Development (U.S. OECD)
19, Rue de Franqueville
Paris 16e, France
Tel: 265-7400 Ext. 7114

Germany
Agricultural Attache
American Embassy
Mehlemer Avenue, Bad Godesberg
Bonn, Germany
Tel: 1955 Bad Godesberg

Agricultural Officer
American Consulate General
27/28 Alsterufer
Hamburg, Germany
Tel: 44-10-61

Greece
Agricultural Attache
American Embassy
91 Queen Sophia Avenue
Athens, Greece
Tel: 712951 or 718401

Guatemala
Agricultural Attache
American Embassy
Edificio Cruz Azul, 9th Floor
Guatemala City, Guatemala
Tel: 25360-8 Ext. 79

Hong Kong
Agricultural Officer
American Consulate General
26 Garden Road
Hong Kong, Hong Kong
Tel: 239011

India
Agricultural Attache
American Embassy
Shanti Path, Chanakyapuri 21
New Delhi, India
Tel: 70351

Agricultural Officer
American Consulate General
"Lincoln House"
78 Bhulabhai Desai Road
Bombay, India
Tel: 77441

Indonesia
Agricultural Attache
American Embassy
Medan Merdeka, Selantan 5
Djakarta, Indonesia
Tel: 40001-9

Iran
Agricultural Attache
American Embassy
260 Avenue Takti Jamshid
Tehran, Iran
Tel: 60511, 60711

Ireland
Agricultural Attache
American Embassy
42 Elgin Road, Ballsbridge
Dublin, Ireland
Tel: DUblin 64061/9

Israel
Agricultural Attache
American Embassy
71 Hayarkon Street
Tel Aviv, Israel
Tel: 56171

Italy
Agricultural Attache
American Embassy
Via V. Veneto 119
Rome, Italy
Tel: 4674

Agricultural Officer
U.S. Trade Center
Via Gattamelata 5
Milan, Italy
Tel: 432187, 482207

Japan
Agricultural Attache
American Embassy
Annex No. 1
2 Akasaka Aoi-cho, Minato-Ku
Tokyo, Japan
Tel: 583-7141

Kenya
Agricultural Attache
American Embassy
(P. O. Box 30127)
Cotts House, Eliot Street
Nairobi, The Republic of Kenya
Tel: 27631

Korea
Agricultural Attache
American Embassy
82 Sejong-Ro
Seoul, The Republic of Korea
Tel: 72-2601 thru 2619

Lebanon
Agricultural Attache
American Embassy
Corniche at Rue Ain Mreisseh
Beirut, Lebanon
Tel: 240800

Liberia
Agricultural Attache
American Embassy
United Nations Drive
Monrovia, Liberia
Tel: 22991, 22992

Malaysia
Agricultural Attache
American Embassy
AIA Building - Jalan Ampang
Kuala Lumpur, Malaysia
Tel: 26321

Mexico
Agricultural Attache
American Embassy
Paseo de la Reforma 305, Colonia Cuauhtemoc
Mexico City, D.F., Mexico
Tel: 511-7991

Morocco
Agricultural Attache
American Embassy
6 Avenue de Marrakech
Rabat, Morocco
Tel: 30361-65

Netherlands
Agricultural Attache
American Embassy
102 Lange Voorhout
The Hague, Netherlands
Tel: 62-49-11

New Zealand
Agricultural Attache
American Embassy
6th Floor, Govt. Life Building
Wellington, New Zealand
Tel: 41-074

Nigeria
Agricultural Attache
American Embassy
1 King's College Road
Lagos, Nigeria
Tel: 57320

Pakistan
Agricultural Attache
American Embassy
57-A Satellite Town
Islamabad, Pakistan
Tel: 67201 - 67209

Philippines
Agricultural Attache
American Embassy
1201 Roxas Boulevard
Manila, Philippines
Tel: 59-80-11

Poland
Agricultural Attache
American Embassy
Aleje Ujazdowskie 29/31
Warsaw, Poland
Tel: 283041-9

Portugal
Agricultural Attache
American Embassy
Avenida Duque de Loule No. 39
Lisbon, Portugal
Tel: 555140

South Africa
Agricultural Attache
American Embassy
Thibault House, Pretorius Street
Pretoria, Republic of South Africa
Tel: 33031-9

Spain
Agricultural Attache
American Embassy
Serrano 75
Madrid, Spain
Tel: 276-3400, 276-3600

Sweden
Agricultural Attache
American Embassy
Strandvagen 101
Stockholm, Sweden
Tel: 63.05.20

Switzerland
Agricultural Attache
American Embassy
93/95 Jubilaumsstrasse
Bern, Switzerland
Tel: 43.00.11

Agricultural Attache
U.S. Mission to European Office of U.S. & other International Organizations
80 Rue de Lausanne
Geneva, Switzerland
Tel: 32.70.20

Thailand
Agricultural Attache
American Embassy
95 Wireless Road
Bangkok, Thailand
Tel: 59800-14

Trinidad
Agricultural Attache
American Embassy
15 Queen's Park West
Port-of-Spain, Trinidad
Tel: 26371

Turkey
Agricultural Attache
American Embassy
110 Ataturk Boulevard
Ankara, Turkey
Tel: 12505

United Kingdom
Agricultural Attache
American Embassy
24/31 Grosvenor Square W.1
London, England
Tel: GROsvenor 9000

U.S.S.R.
Agricultural Attache
American Embassy
Moscow, U.S.S.R.

Venezuela
Agricultural Attache
American Embassy
Avenida Francisco de Miranda & Avenida Principal de la Floresta
Caracas, Venezuela
Tel: 33-86-61

Yugoslavia
Agricultural Attache
American Embassy
Kneza Milosa 50
Belgrade, Yugoslavia
Tel: 645-655

EXPORT MARKETING SERVICE
U.S. Department of Agriculture
14th & Independence Avenue, S.W.
Washington, D.C. 20250

The Export Marketing Service formulates USDA export policies and administers export programs. The key contacts for the trade are listed below.

General Sales Manager .. Clifford G. Pulvermacher
Associate General Sales Manager .... Frank G. McKnight
Acting Assistant Sales Manager, Commercial Credit and Barter .... John C. Scholl
Assistant Sales Manager, Commodity Exports .... Clyde E. Merriman
Assistant Sales Manager, P. L. 480 .... James A. Hutchins, Jr.

SPECIFIC PROGRAM CONTACTS

CCC Export Credit Sales Program. Makes credit available up to a maximum of three years for eligible commodities subject to certain limitation as to export destination.

Barter Program. Arranges and administers contracts with U.S. firms to export agricultural commodities to generate funds for the procurement of goods and services needed abroad by U.S. government agencies.

Contact for both programs: John C. Scholl, Acting Assistant Sales Manager, Commercial Credit and Barter
Tel: 202/388-6301

Public Law 480 Sales Program. Sale of agricultural commodities for long-term credit. Principal contacts are as follows:

Program Development Division. Develops terms of agreements with foreign governments for imports under long-term credit.

Clyde R. Keaton, Director
Tel: 202/388-5637

Program Operations Division. Issues purchase authorizations to foreign governments authorizing purchase of specific quantities of commodities under agreements; maintains mailing list of U.S. firms to receive notification of such authorizations.

Dan L. Tierney, Director
Tel: 202/388-6211

Private Trade Sales Division. Negotiates long-term credit agreements with private organizations in foreign countries which agree to use proceeds for economic development.

Harry I. Dunkleberger, Director
Tel: 202/388-7151

Public Law 480 Donations Programs. Donation of agricultural commodities to foreign governments and voluntary agencies and through World Food Program.

Contact: International Organizations Division
Tel: 202/388-6705

Ocean Transportation Program. Service to U.S. trade on general agricultural export shipping problems; booking of shipping for government-to-government donations program and certain P.L. 480 sales programs.

Contact: Joseph A. Ryan, Jr., Director
Ocean Transportation Division
Tel: 202/388-3664

Export Payment Programs (wheat and rice). Programs to maintain U.S. exports in competition with other exporting nations through payments to U.S. exporters.

Contact: C. W. Pense, Director
Grain Division
Tel: 202/388-5217

Other commodity export information and programs:

Cotton, Dairy, and Oilseeds Division
W. Glenn Tussey, Director
Tel: 202/388-5651

Tobacco, Naval Stores and Livestock Division
Robert A. Owen, Director
Tel: 202/388-3273

General information about EMS programs:

Contact: Robert H. Ingram, Assistant to the General Sales Manager
Tel: 202/388-7360

Joseph Reidinger, Field Representative, New York City
Tel: 212/264-8439

STATE EXTENSION SERVICES

Joseph R. Corley
Economist, Foreign Trade
Extension Service
U.S. Department of Agriculture
Washington, D.C. 20250
Tel: 202/388-4520

Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market:

Alabama
Ray Cavender
Auburn University
Auburn, Alabama 37830
Tel: 205/826-4962

Alaska
James W. Matthews
University of Alaska
College, Alaska 99701

Arizona
C. Curtis Cable
University of Arizona
Tucson, Arizona 85721
Tel: 602/884-2751

Arkansas
A. W. Woodard
P. O. Box 391
Little Rock, Arkansas 72203
Tel: 501/376-6301

California
Dr. George B. Alcom
University of California
2200 University Avenue
Berkeley, California 94720
Tel: 415/642-7252

Colorado
Carl W. Herzman
Colorado State University
Fort Collins, Colorado 80521
Tel: 303/491-1101

Connecticut
Don G. Stitts
University of Connecticut
Storrs, Connecticut 06268
Tel: 203/429-3311 Ext. 408

Delaware
W. T. McAllister
University of Delaware
Newark, Delaware 19711
Tel: 302/738-2514

Florida
Charles D. Covey
University of Florida
Gainesville, Florida 32603
Tel: 904/392-0518

Georgia
Robert S. Glover
University of Georgia
Athens, Georgia 30601
Tel: 404/542-1861

Hawaii
Jack Ishida
University of Hawaii
Honolulu, Hawaii 96814

Idaho
Robert L. Sargent
Department of Agricultural Economics
Idaho State University
Moscow, Idaho 83843
Tel: 208/885-6558

Illinois
M. Brice Kirtley
University of Illinois
Urbana, Illinois 61803
Tel: 217/333-6582

Indiana
W. S. Farris
Purdue University
Lafayette, Indiana 47907
Tel: 317/493-2150

Iowa
C. Phillip Baumel
Iowa State University
Ames, Iowa 50010
Tel: 515/294-4144

Kansas
Norman V. Whitehair
Kansas State University
Manhattan, Kansas 66504
Tel: 913/532-6911

Kentucky
Robert W. Rudd
University of Kentucky
Lexington, Kentucky 40506
Tel: 606/258-9000 Ext. 2651

Louisiana
Reid M. Grigsby
Louisiana State University
Baton Rouge, Louisiana 70803
Tel: 504/388-4141

Maine
Frank D. Reed
University of Maine
Orono, Maine 94473
Tel: 207/942-8271

Maryland
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OTHER USDA OFFICES

(Related but not directly concerned with agricultural exports.)

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U.S. DEPARTMENT OF COMMERCE
Washington, D.C. 20230

Promotes and assists U.S. trade and investment overseas through trade missions, exhibits, "America Weeks" and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

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Richard W. Paape, Chief
World Trade Directory Reports Section
Commercial Intelligence Division
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Robert Wilbourn, Director
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Edward D. Krause, Director
Commercial Exhibition Program
Tel: 202/967-5215

Harry Zerbel, Director
Trade Conferences Division
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REGIONAL EXPORT EXPANSION COUNCILS

Direct contact with businessmen experienced in all phases of the export trade is provided through the 42 Regional Export Expansion Councils of the Department of Commerce. Information on these and other export services can be obtained from the Department of Commerce field offices listed below.

FIELD OFFICES

Write to Field Office, U.S. Department of Commerce followed by the appropriate address below.

Albuquerque, New Mexico 87101
U.S. Courthouse - Room 316
William E. Dwyer, Director
Tel: 505/843-2386

Anchorage, Alaska 99501
412 Hill Building
632 Sixth Avenue
H. Phillip Hubbard, Director
Tel: 907/272-6531

Atlanta, Georgia 30303
Room 400, 75 Forsyth Street, N.W.
David S. Williamson, Director
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Baltimore, Maryland 21202
305 U.S. Customhouse
Gay and Lombard Streets
Carroll F. Hopkins, Director
Tel: 301/962-3560

Birmingham, Alabama 35205
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908 South 20th Street
Gayle C. Shelton, Jr., Director
Tel: 205/325-3327

Boston, Massachusetts 02203
Room 510, John F. Kennedy Federal Building
Francis J. O'Connor, Director
Tel: 617/223-2312

Buffalo, New York 14203
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117 Ellicott Street
Robert F. Magee, Director
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Charleston, South Carolina 29403
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334 Meeting Street
Paul Quattlebaum, Jr., Director
Tel: 803/577-4171

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Cheyenne, Wyoming 82001
6022 O'Mahoney Federal Center
2120 Capitol Avenue
Joseph D. Davis, Director
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Chicago, Illinois 60604
Room 1486, New Federal Building
219 South Dearborn Street
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Cincinnati, Ohio 45202
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550 Main Street
Thomas E. Ferguson, Director
Tel: 513/684-2944

Cleveland, Ohio 44114
Room 600, 666 Euclid Avenue
Charles B. Stebbins, Director
Tel: 216/522-4750

Dallas, Texas 75202
Room 1200, 1114 Commerce Street
C. Carmon Stiles, Director
Tel: 214/749-3287

Denver, Colorado 80202
Room 161, New Customhouse
19th and Stout Streets
John G. McMurtry, Director
Tel: 303/837-3246

Des Moines, Iowa 50309
609 Federal Building
210 Walnut Street
Roy O. Baker, Director
Tel: 515/284-4222

Detroit, Michigan 48226
445 Federal Building
Frank A. Alter, Director
Tel: 313/226-6088

Greensboro, North Carolina 27402
258 Federal Building
West Market Street, P. O. Box 1950
Joel B. New, Director
Tel: 919/275-9111

Hartford, Connecticut 06103
Room 610-B, Federal Office Building
450 Main Street
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286 Alexander Young Building
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H. Tucker Gratz, Director
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Houston, Texas 77002
1017 Old Federal Building
201 Fannin Street
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Jacksonville, Florida 32202
P. O. Box 35087
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Wm. Bruce Curry, Director
Tel: 904/791-2796

Kansas City, Missouri 64106
Room 1840, 601 East 12th Street
George H. Payne, Director
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Los Angeles, California 90024
11201 Federal Building
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Stanley K. Crook, Director
Tel: 213/824-7591

Memphis, Tennessee 38103
Room 710, 147 Jefferson Avenue
Bradford H. Rice, Director
Tel: 901/534-3214

Miami, Florida 33130
Room 821, City National Bank Building
25 West Flagler Street
Roger J. LaRoche, Director
Tel: 305/350-5267

Milwaukee, Wisconsin 53203
Straus Building
238 West Wisconsin Avenue
David F. Howe, Director
Tel: 414/224-3473

Minneapolis, Minnesota 55401
306 Federal Building
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Edwin A. Leland, Jr., Director
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New York, New York 10007
41st Floor, Federal Office Building
26 Federal Plaza, Foley Square
Arthur C. Rutzen, Director
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Donald W. Fry, Director
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Jack M. Howell, Director
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St. Louis, Missouri 63103
2511 Federal Building
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San Francisco, California 94102
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450 Golden Gate Avenue
Philip M. Creighton, Director
Tel: 415/556-5864

San Juan, Puerto Rico 00902
Room 100, Post Office Building
George R. Delgado, Director
Tel: 723/4640

Savannah, Georgia 31402
235 U.S. Courthouse & Post Office Building
125-29 Bull Street
James W. McIntire, Director
Tel: 912/232-4321

Seattle, Washington 98104
8021 Federal Office Building
909 First Avenue
Judson S. Wonderly, Director
Tel: 206/583-5615

SMALL BUSINESS ADMINISTRATION
Washington, D.C. 20416

A U.S. Government agency with export services to help small businessmen get in the export business and to share in the benefits of the export trade. Provides information and counseling services in cooperation with the Department of Commerce and loans to small business for export sales and promotion activities. The counseling services include the Service Corps of Retired Executives (SCORE), a service group of 3,100 experienced exporters who are ready to share their experience and know-how with any small businessman who needs help.

For information contact: Jack Sheridan
Small Business Administration
Washington, D.C. 20416
Tel: 202/382-5097

LIST OF FIELD OFFICES

Address Small Business Administration followed by address below.

Region I

Augusta, Maine 04330
Federal Building U.S. Post Office
40 Western Avenue

Boston, Massachusetts 02203
John Fitzgerald Kennedy Federal Building
Government Center

Concord, New Hampshire 03301
55 Pleasant Street

Hartford, Connecticut 06103
Federal Office Building
450 Main Street

Montpelier, Vermont 05601
Federal Building, P.O. & Courthouse
Second Floor, 87 State Street

Providence, Rhode Island 02903
57 Eddy Street - Room 710

Region II

Newark, New Jersey 07102
Room 1636, 970 Broad Street

New York, New York 10007
26 Federal Plaza

Syracuse, New York 13202
Hunter Plaza
Fayette & Salina Streets

Hato Rey, Puerto Rico 00919
255 Ponce de Leon Avenue

Buffalo, New York 14203
121 Ellicott Street

Albany, New York 12297
91 State Street

Region III

Baltimore, Maryland 21201
113 Federal Building
31 Hopkins Plaza

Clarksburg, West Virginia 26301
Lowndes Bank Building
119 North Third Street

Wilmington, Delaware 19801
Customs House
6th & King Streets

Charleston, West Virginia 25301
Courthouse & Federal Building
500 Quarrier Street

Washington, D.C. 20417
1405 Eye Street, N.W.

Philadelphia, Bala Cynwyd, Pennsylvania 19004
1 Decker Square

Pittsburgh, Pennsylvania 15222
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1000 Liberty Avenue

Richmond, Virginia 23240
Federal Building, 400 North 8th Street
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Region IV

Atlanta, Georgia 30309
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Birmingham, Alabama 35205
South 20th Building
908 South 20th Street

Columbia, South Carolina 29201
1801 Assembly Street

Region IV (continued)

Jackson, Mississippi 39205
U.S. P. O. Building
245 East Capitol Street

Charlotte, North Carolina 28202
Addison Building
222 South Church Street

Jacksonville, Florida 32202
Federal Office Building
400 West Bay Street
P. O. Box 35067

Tampa, Florida 33602
Federal Building
500 Zack Street

Gulfport, Mississippi 39501
2500 14th Street

Miami, Florida 33130
912 Federal Office Building
51 S.W. First Avenue

Nashville, Tennessee 37219
Security Federal Savings & Loan Building
500 Union Street

Memphis, Tennessee 38103
Federal Building
167 North Main Street

Region V

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219 South Dearborn Street

Detroit, Michigan 48226
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1249 Washington Boulevard

Indianapolis, Indiana 46204
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Madison, Wisconsin 53703
25 West Main

Minneapolis, Minnesota 55402
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Milwaukee, Wisconsin 53203
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502 East Monroe Street

Cleveland, Ohio 44199
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Region V (continued)

Columbus, Ohio 43215
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Cincinnati, Ohio 45202
Federal Building, 550 Main Street

Marquette, Michigan 49855
502 West Kaye Avenue

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Dallas, Texas 75202
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Houston, Texas 77002
Niels Esperson Building
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Little Rock, Arkansas 72201
377 Post Office & Courthouse Building
600 West Capitol Avenue

Lubbock, Texas 79408
204 Federal Office Building
1616 19th Street

El Paso, Texas 79901
109 North Oregon Street
Room 417

Corpus Christi, Texas 78401
Room 8 P. O. & Custom House Building

Marshall, Texas 75670
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New Orleans, Louisiana 70130
Gateway Building, 124 Camp Street

Oklahoma City, Oklahoma 73102
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San Antonio, Texas 78205
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Des Moines, Iowa 50309
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FIELD OFFICES (continued)

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St. Louis, Missouri 63101
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Wichita, Kansas 67202
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Denver, Colorado 80202
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Fairbanks, Alaska 99701
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Juneau, Alaska 99801
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Boise, Idaho 83701
216 North 8th Street
Room 408

Portland, Oregon 97205
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Spokane, Washington 99210
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Room 651

Region IV - additions

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Knoxville, Tennessee 37902
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MIATCO (Mid-America International Agri-Trade Council)

An export council of the Midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. Export services are provided to private firms by the Chicago office.

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President -- Donald E. Wilkinson, Secretary of Agriculture, Wisconsin
Vice-President -- Glenn Kreuscher, Director of Agriculture, Nebraska
Secretary -- Gordon L. Ropp, Director of Agriculture, Illinois
Treasurer -- Jon WeFald, Commissioner of Agriculture, Minnesota
Board members -- Dexter D. Davis, Commissioner of Agriculture, Missouri
Robert Lounsberry, Department of Agriculture, Iowa

AIM (Atlantic International Marketing Committee)

A committee of the North Carolina, South Carolina, Maryland, and Virginia State Departments of Agriculture to promote and develop agricultural exports from the area.

Eugene E. Carroll, Jr -- North Carolina
Robert B. Rogers -- South Carolina
Sidney C. Miller -- Maryland
John J. Ligon -- Virginia

Federation of Rocky Mountain States, Inc.

O. A. Jackson
Consultant, Agribusiness
1390 Logan Street, Suite 203
Denver, Colorado 80203
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NASDA (National Association of State Departments of Agriculture)

Subcommittee on International Trade
Robert Thayer -- Wisconsin
John F. (Jay) Glatt -- Oregon
Eugene E. Carroll, Jr -- North Carolina
Sidney Miller -- Maryland

STATE DEPARTMENTS OF AGRICULTURE

(Includes other State agencies in States where the State Department of Agriculture does not have the primary responsibility for export development.)

*Denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

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Arizona
* Clint E. Johnson
Department of Economic Planning & Development
First Federal Building, Suite 1704
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Arkansas State Plant Board
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Little Rock, Arkansas 72203
Tel: 501/371-1021

* T. Hill, Director
Division of Marketing
Arkansas State Plant Board
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State Office Building
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Capitol Square
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* F. H. Welton
Georgia Agribusiness Council
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* R. A. Souza, Division Head
Marketing and Consumer Services
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Department of Agriculture
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* Kenneth T. Boughton, Acting Director
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1118 State Capitol
Lincoln, Nebraska 68509

* Bill Wheeler
Department of Economic Development
P. O. Box 94666, State Capitol
Lincoln, Nebraska 68509
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Nevada
* Lee M. Burge, Executive Director
Department of Agriculture
P. O. Box 1209
Reno, Nevada 89504
Tel: 702/784-6401

New Hampshire
Frank T. Buckley, Commissioner
Department of Agriculture
Concord, New Hampshire 03301
Tel: 603/271-3551

* G. H. Laramie, Director
Division of Markets and Standards
Department of Agriculture
Concord, New Hampshire 03301

New Jersey
Phillip Alampi, Secretary
Department of Agriculture
P. O. Box 1888
Trenton, New Jersey 08625
Tel: 609/292-3976

* Benjamin J. Miles
Department of Agriculture
P. O. Box 1888
Trenton, New Jersey 08625
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New Mexico
Dallas Rierson, Director
Department of Agriculture
P. O. Box 3189
Las Cruces, New Mexico 88001
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Department of Agriculture
P.O. Box 3189
Las Cruces, New Mexico 88001
Tel: 505/646-1616

New York
Don J. Wickham, Commissioner
Department of Agriculture & Markets
State Campus
Albany, New York 12226
Tel: 518/457-4188

* J. L. Matheson, Director
Division of Markets
Department of Agriculture & Markets
State Campus
Albany, New York 12226
Tel: 518/457-4188

North Carolina
James A. Graham, Commissioner
Department of Agriculture
Raleigh, North Carolina 27602
Tel: 919/829-7125

* Eugene E. Carroll, Jr.
Department of Agriculture
Raleigh, North Carolina 27602
Tel: 919/829-7912

North Dakota
* Arne Dahl, Commissioner
Department of Agriculture
601 Capitol Building
Bismarck, North Dakota 58501
Tel: 701/224-2231

Ohio
Gene R. Abercrombie, Director
Department of Agriculture
65 South Front Street
Columbus, Ohio 43215
Tel: 614/469-2732

* John L. Remley, Chief
Division of Markets
Department of Agriculture
65 South Front Street
Columbus, Ohio 43215

Dave Draguht
Department of Agriculture
65 South Front Street
Columbus, Ohio 43215

Oklahoma
Billy C. Gowdy, President
State Board of Agriculture
122 State Capitol
Oklahoma City, Oklahoma 73105
Tel: 405/521-3866

* R. W. Powell, Director
Marketing Division
State Board of Agriculture
122 State Capitol Building
Oklahoma City, Oklahoma 73105
Tel: 405/521-3866

Oregon
Walter Leth, Director
Department of Agriculture
Agriculture Building
635 Capitol, N.E.
Salem, Oregon 97310
Tel: 503/378-4665

* John F. (Jay) Glatt, Chief
Agricultural Development Division
Department of Agriculture
Salem, Oregon 97310
Tel: 503/378-3787

Pennsylvania
James McHale, Secretary
Department of Agriculture
Agriculture Building
2301 N. Cameron Street
Harrisburg, Pennsylvania 17120
Tel: 717/787-4737

Pennsylvania (continued)

* Don Cunnion
  Department of Agriculture
  2301 N. Cameron Street
  Harrisburg, Pennsylvania 17120
  Tel: 717/787-5428

Rhode Island

E. C. Hayes, Jr., Acting Director
Department of Natural Resources
Veterans Memorial Building
83 Park Street
Providence, Rhode Island 02903
Tel: 401/521-7100

* R. L. Swallow
  Department of Natural Resources
  83 Park Street
  Providence, Rhode Island 02903

South Carolina

William L. Harrelson, Commissioner
Department of Agriculture
Wade Hampton Office Building
P. O. Box 12080
Columbia, South Carolina 29211
Tel: 803/758-2426

* Robert B. Rogers
  Department of Agriculture
  P. O. Box 11280
  Columbia, South Carolina 29211
  Tel: 803/758-2426

South Dakota

William H. Schroeder, Secretary
Department of Agriculture
State Office Building
Pierre, South Dakota, 57501
Tel: 605/224-3375

* Dale Gullickson, Director
  Division of Markets
  Department of Agriculture
  Pierre, South Dakota 57501
  Tel: 605/224-5911

Tennessee

Guilford F. Thornton, Commissioner
Department of Agriculture
P. O. Box 9039
Melrose Station
Nashville, Tennessee 37204
Tel: 615/832-6155

* Matt Jennings, Director
  Division of Markets
  Department of Agriculture
  P. O. Box 9039
  Melrose Station
  Nashville, Tennessee 37204
  Tel: 615/832-6155

Texas

John C. White, Commissioner
Department of Agriculture
Drawer 12847, Capitol Station
Austin, Texas 78711
Tel: 512/475-4664

* Ben Baisdon, Director
  Marketing Division
  Department of Agriculture
  Drawer 12847, Capitol Station
  Austin, Texas 78711
  Tel: 512/475-3537

Richard Kleymeyer
Marketing Division
Department of Agriculture
Drawer 12847, Capitol Station
Austin, Texas 78711
Tel: 512/475-2868

Utah

Joseph H. Francis, Commissioner
Department of Agriculture
412 State Capitol Building
Salt Lake City, Utah 84114
Tel: 801/328-5421

* John W. Gillman, Director
  Division of Marketing & Consumer Services
  Department of Agriculture
  412 State Capitol Building
  Salt Lake City, Utah 84114
  Tel: 801/328-5421

Vermont

Edward Eurich, Commissioner
Department of Agriculture
Montpelier, Vermont 05602
Tel: 802/223-2311 Ext. 460

* Gilbert H. Parker, Director
  Agricultural Markets Development
  Department of Agriculture
  Montpelier, Vermont 05602
  Tel: 802/223-2311 Ext. 471

Virginia

Maurice B. Rowe, Commissioner
Department of Agriculture and Commerce
P. O. Box 1163
Richmond, Virginia 23209
Tel: 703/770-3501

* John Ligon, Market Development and
  Export Director, Division of Markets
  Department of Agriculture and Commerce
  203 North Governor Street
  Richmond, Virginia 23219
  Tel: 703/770-3953

Washington

Donald W. Moos, Director
Department of Agriculture
General Administration Building
P. O. Box 128
Olympia, Washington 98501
Tel: 206/753-5050

* R. Vernon Divers, Supervisor
Division of Agricultural Development
Department of Agriculture
General Administration Building
P. O. Box 128
Olympia, Washington 98501
Tel: 206/753-5046

West Virginia

Gus R. Douglass, Commissioner
Department of Agriculture
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/348-2201

Marvin Snyder, Director
Rural Resources
Department of Agriculture
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/348-2210

* George D. Kemper, Chief
Produce Development Section
Department of Agriculture
State Capitol Building
Charleston, West Virginia 25305
Tel: 304/348-2201

Wisconsin

Donald E. Wilkinson, Secretary
Department of Agriculture
801 W. Badger Road
Madison, Wisconsin 53713
Tel: 608/266-7100

* Robert F. Thayer, Administrator
Marketing Division
Department of Agriculture
801 W. Badger Road
Madison, Wisconsin 53713
Tel: 608/266-7170

Wyoming

Glenn (Jack) Hertzler, Commissioner
Department of Agriculture
308 Capitol Building
Cheyenne, Wyoming 82001
Tel: 307/777-7321

* William W. Hovey, Director
Division of Markets
Department of Agriculture
313 Capitol Building
Cheyenne, Wyoming 82001
Tel: 307/777-7321

U.S. OFFICES

Associations and trade groups with continuing agreements with the Foreign Agricultural Service for overseas market development projects.

Cotton

American Textile Manufacturers Institute
1120 Connecticut Avenue, N.W., Suite 840
Washington, D.C. 20036
Robert C. Jackson, Executive Vice President
Tel: 202/338-6440

Cotton Council International
P. O. Box 12443
Memphis, Tennessee 38112
Albert R. Russell, Executive Vice President and Secretary
Tel: 901/276-2783

Room 610 Ring Building
1200 18th Street, N.W.
Washington, D.C. 20036
Carl C. Campbell, Executive Director
Tel: 202/338-1300

*International Institute for Cotton
Solar Building
1000 16th Street, N.W.
Washington, D.C. 20036
Read P. Dunn, Jr., Executive Director
Tel: 202/223-5876

* A world organization for cotton research and promotion of which the United States is a member.

Dairy and Poultry

Dairy Society International
30 F Street, N.W.
Washington, D.C. 20001
George W. Weigold, Managing Director
Tel: 202/393-8151

Institute of American Poultry Industries
67 East Madison Street
Chicago, Illinois 60603
Harold M. Williams, President
Tel: 312/263-0785

International Trade Development Board
Room 531 Washington Building
15th Street and New York Avenue, N.W.
Washington, D.C. 20005
Joseph O. Parker, Chairman
Tel: 202/737-0727

Room 1020 Pennsylvania Building
425 13th Street, N.W.
Washington, D.C. 20004
Lee Campbell, Washington Representative
Tel: 202/347-3991

Fats and Oils

American Soybean Association
Hudson, Iowa 50643
Ralph Jackson, Executive Vice President
Chester Randolph, Director of Market Development
Howard Grow, Operations Officer
Tel: 319/825-3296

National Peanut Council
400 Bender Building
1120 Connecticut Avenue, N.W.
Washington, D.C. 20036
DeVoe Willard, President
Ronald F. Collins, Asst. to the President
Tel: 202/338-8787

National Soybean Processors Association
1225 Connecticut Avenue, N.W., Suite 314
Washington, D.C. 20036
Sheldon J. Hauck, Executive Director
Tel: 202/659-4610

Fruit and Vegetables

California-Arizona Citrus League
P. O. Box 2706, Terminal Annex
Los Angeles, California 90054
Robert B. Clark, Project Coordinator
Tel: 213/628-7211

California Cling Peach Advisory Board
One California Street
San Francisco, California 94111
Bill Hoard, Manager, Advertising and Promotion
Tel: 415/982-0970

California Prune Advisory Board
Room 110 World Trade Center - Ferry Building
San Francisco, California 94111
Ray W. Jewell, Manager
Tel: 415/986-5190

California Raisin Advisory Board
P. O. Box 5335
Fresno, California 93755
Henry J. Andreas, Manager
Gene Beals, Advertising and Promotion Mgr.
Tel: 209/224-7010

The Cranberry Institute
Duxberry, Massachusetts 02332
Orrin G. Colley, President
Tel: 617/934-5666

Fruit and Vegetables (continued)

Dried Fruit Association of California
303 Brokaw Road
P. O. Box 270-A
Santa Clara, California 95050
Al E. Thorpe, Executive Vice President
Tel: 408/241-9302

Florida Citrus Commission
1115 East Memorial Boulevard
P. O. Box 148
Lakeland, Florida 33802
Edward A. Taylor, General Manager
Walter C. Loesche, Int'l Marketing Director
Tel: 813/682-0171

Florida Fresh Produce Exchange
4401 East Colonial Drive
P. O. Box 20155
Orlando, Florida 32814
George M. Talbott, General Manager
Tel: 305/841-1199

National Canners' Association
1133 20th Street, N.W.
Washington, D.C. 20036
Milan Smith, Executive Vice President
Leonard Lobred, Director
Tel: 202/338-2030

Northwest Horticultural Council
1002 Larson Building
Yakima, Washington 98901
Ernest Falk, Manager
Tel: 509/453-3193

Grain and Feed

American Seed Trade Association
1030 15th Street, N.W., Suite 964
Washington, D.C. 20005
John I. Sutherland, Executive Vice-President
Tel: 202/223-4080

USA Dry Pea and Lentil Council, Inc.
302 Peyton Building
Spokane, Washington 99201
Joseph J. Spiruta, Marketing Director
Tel: 509/838-4341

Great Plains Wheat, Inc.
1030 15th Street, N.W., Suite 340
Washington, D.C. 20005
Joseph Halow, Executive Vice President
Tel: 202/659-1240, 1241, 1242

Millers' National Federation
Room 1114 National Press Building
Washington, D.C. 20004
Gordon P. Boals, Vice President, Market Development
Sarah Whittenburg, Assistant
Tel: 202/628-6291

Bulgur Associates, Inc.
Room 1114 National Press Building
Washington, D.C. 20004
Robert D. Fondahn, Executive Vice Pres.
Tel: 202/628-6291

National Dry Bean Council, Inc.
6810 Delaware Street
Chevy Chase, Maryland 20015
D. E. McGarry, Washington Representative
Tel: 301/656-7437

Michigan Bean Shippers Association
500 Eddy Building
Saginaw, Michigan 48605
John McGill, Executive Secretary-Tres.
Tel: 517/752-2101

New York State Bean Shippers Association
236 Gorham Street
Canandaigua, New York 14424
Jim O. Cole, Project Leader
Tel: 315/394-0660

Rocky Mountain Bean Dealers Federation
Idaho Bean Commission
212 Continental Life Building
Boise, Idaho 83706
c/o Harold West, Administrator
Tel: 208/344-3013

Rice Council for Market Development
425 13th Street, N.W., Room 310
Washington, D.C. 20004
Russell J. Hudson, Director, Foreign Market Development
Tel: 202/638-3839

U.S. Feed Grains Council
1030 15th Street, N.W., Suite 540
Washington, D.C. 20005
Darwin Stolte, President
Hubert E. Dyke, Vice President
Tel: 202/659-1640

Western Wheat Associates, U.S.A., Inc.
804 American Bank Building
Portland, Oregon 97205
Richard K. Baum, Executive Vice President
Tel: 503/223-8123

1030 15th Street, N.W., Suite 1008
Washington, D.C. 20005
Eugene B. Vickers, Vice President for Administration
Tel: 202/659-1737

Livestock and Meat

American Angus Association
3201 Frederick Boulevard
St. Joseph, Missouri 64501
Lloyd D. Miller, Executive Secretary
Tel: 816/233-3101

American Brahman Breeders' Association
4815 Gulf Freeway
Houston, Texas 77023
Harry P. Gayden, Executive Secretary
Tel: 713/923-2621

American Hereford Association
715 Hereford Drive
Kansas City, Missouri 64105
W. T. Berry, Jr., Executive Secretary
Tel: 816/842-3757

American International Charolais Association
1610 Old Spanish Trail
Houston, Texas 77025
Scott Henderson, Executive Secretary
Tel: 713/748-1920

American Polled Hereford Association
4700 East 63rd Street
Kansas City, Missouri 64130
Orville K. Sweet, Executive Secretary
Tel: 816/333-7731

American Quarter Horse Association
2736 West Tenth
P. O. Box 200
Amarillo, Texas 79105
Don Jones, Executive Secretary
Tel: 806/376-4112

Emba Mink Breeders Association
P. O. Box 456
Racine, Wisconsin 53401
Mrs. Connie M. Hughes, Market Development Coordinator
Tel: 414/637-3474

Holstein-Friesian Association of America
P. O. Box 808
Brattleboro, Vermont 05301
Robert H. Rumler, Executive Secretary
Tel: 802/254-4551

National Renderers Association
O'Hare Office Center
3150 Des Plaines Avenue
Des Plaines, Illinois 60018
Dean A. Specht, Executive Director
Jack L. Crouse, Market Development Coordinator
Tel: 312/827-8151

Santa Gertrudis Breeders International
P. O. Box 1257
Kingsville, Texas 78363
R. P. Marshall, Executive Secretary
Tel: 512/592-4862

Livestock and Meat (continued)

Tanners' Council of America, Inc.
411 5th Avenue
New York, New York 10016
Irving R. Glass, President
Tel: 212/686-7950

Tobacco

Burley and Dark Leaf Tobacco Export Association, Inc.
1100 17th Street, N.W., Room 306
Washington, D.C. 20036
Frank B. Snodgrass, Vice President and Managing Director
Tel: 202/296-6820

Leaf Tobacco Exporters Association, Inc.
P. O. Box 1288
Raleigh, North Carolina 27602
Malcolm B. Seawell, Executive Vice Pres.
Tel: 919/833-1064

Tobacco Associates, Inc.
1101 17th Street, N.W., Suite 912
Washington, D.C. 20036
John D. Palmer, President
Tel: 202/659-1160

Virginia Dark-Fired and Sun-Cured Tobacco Export Association, Inc.
Planters Warehouse
Blackstone, Virginia 23824
Marvin E. Inge, President & General Manager
Tel: 703/292-7259

Other Export Development Cooperators With Periodic Short-Term Projects

(This includes those which have participated within the past year and can reasonably be expected to participate in the future.)

American Berkshire Association
601 West Monroe Street
Springfield, Illinois 62704
Gene Mason, Secretary
Tel: 217/523-2123

American Corriedale Association, Inc.
P. O. Box 29C
Seneca, Illinois 61360
Russell E. Jackson, Secretary
Tel: 815/357-6339

American Dairy Goat Association
P. O. Box 186
Spindale, North Carolina 28160
Don Wilson, Secretary-Treasurer
Tel: 704/631-3801

The American Guernsey Cattle Club
70 Main Street
Peterborough, New Hampshire 03458
Max L. Dawdy, Secretary-Treasurer
Tel: 603/924-3344

The American Jersey Cattle Club
1521 East Broad Street
Columbus, Ohio 43205
James F. Cavanaugh
Tel: 614/252-3128

American Landrace Association
P. O. Box 111
Culver, Indiana 46511
Eugene G. Bendict, Secretary-Treasurer
Tel: 219/842-3167

American National Cattlemen's Association
801 East 17th Avenue
Denver, Colorado 80218
C. W. McMillan, Executive Vice President
Tel: 303/266-2142

American Meat Institute
59 East Van Buren Street
Chicago, Illinois 60605
Herrel DeGraff, President
Aled P. Davis, Vice President
Tel: 312/922-4690

Room 727 National Press Building
Washington, D.C. 20004
Dewey Bond, Washington Director
Tel: 202/628-3603

American Plywood Association
1119 A Street
Tacoma, Washington 98401
Harold O. Schadt, Manager, Export Department
Tel: 206/272-2283

American Plywood Association (continued)
1625 I Street, N.W.
Washington, D.C. 20006
Paul G. Nystrom, Manager, Northeastern Region
Tel: 202/223-2106

American Rabbit Breeders Association
4325 Murray Avenue
Pittsburgh, Pennsylvania 15217
James Blyth, Secretary
Tel: 412/421-1701

American Rambouillet Sheep Breeders Association
2709 Sherwood Way
San Angelo, Texas 76901
Fred R. Campbell, District Director
Tel: 915/387-2543 - Sonora
915/949-4414 - San Angelo

American Shorthorn Association
8288 Hascall Street
Omaha, Nebraska 68124
W. S. Swaffar, Secretary
Tel: 402/393-7200

American Yorkshire Club
1001 South Street, Box 878
Lafayette, Indiana 47901
Wilbur L. Plager
Tel: 317/742-8704

Ayrshire Cattle Breeders' Association
Brandon, Vermont 05733
David Gibson, Jr., Executive Secretary
Tel: 802/247-5774

Brown Swiss Cattle Breeders' Association
800 Pleasant Street
Beloit, Wisconsin 53512
Marvin L. Kruse, Executive Secretary
Tel: 608/362-4527

Grocery Manufacturers of America, Inc.
205 East 42nd Street
New York, New York 10017
George Koch, President
Tel: 212/684-5562

Hampshire Swine Registry
1111 Main Street
Peoria, Illinois 61606
Harold Boucher, Secretary
Tel: 309/674-9134

International Brangus Breeders' Association, Inc
908 Livestock Exchange Building
Kansas City, Missouri 64102
Roy W. Lilley, Secretary
Tel: 816/842-7687

Other Export Development Cooperators (continued)

National Association for the Specialty Food Trade
11 West 42nd Street
New York, New York 10036
Edward T. Sajous, Executive Secretary
Tel: 212/ 279-6093

National Association of Meat Purveyors
120 South Riverside Plaza
Chicago, Illinois 60603
Ray Thill, Executive Secretary
Tel: 312/782-8114

National Hide Association
130 North Wells Street, Suite 413
Chicago, Illinois 60606
John K. Minnoch, President
Tel: 312/372-8883

National Independent Meat Packers Association
1820 Massachusetts Avenue, N.W.
Washington, D.C. 20036
John Killick, Executive Secretary
Tel: 202/234-6373

National Livestock and Meat Board
36 South Wabash Avenue
Chicago, Illinois 60603
David H. Stroud, Executive Advisor
Tel: 312/346-6465

Poland China Record Association
501 East Losey Street, Box 71
Galesburg, Illinois 61401
Claude W. Mitchell, Secretary
Tel: 312/343-9853

Red Angus Association of America
P. O. Box 776
Denton, Texas 76201
Julius Todd, Executive Secretary
Tel: 817/387-3502

Super Market Institute
200 East Ontario Street
Chicago, Illinois 60611
Michael J. O'Connor, Executive Director
Tel: 312/644-4590

United Duroc Swine Registry
237-9 North Monroe Street
Peoria, Illinois 61602
Bruce Henderson, Secretary
Tel: 309/673-3845

OVERSEAS OFFICES OF EXPORT DEVELOPMENT COOPERATORS

A number of the trade associations with which FAS has continuing market development agreements have offices in foreign countries. These are listed below.

Belgium

Armin J. Rehling, European Representative
American Seed Trade Association
52 Rue du Progres - Room 303
1000 Brussels
Tel: 02-18-44-70

Don R. Thompson, Representative
California-Arizona Citrus Industry
52 Rue du Progres
Brussels 1
Tel: 18-44-70

Jan Mertens, Overseas Director
National Canners' Association
32 Oudaan
Antwerpen 1
Tel: 31-85-56

Stephen Bowkett, Director, European Foreign Operations Office
National Cotton Council
Post Box 2
B-1410 Waterloo
Tel: 254-9205

Ted J. Spannenburg,
Representative for Benelux and France
Rice Council for Market Development
Centre International Rogier
Passage International Nr. 20
18eme etage. Apartment 86
1000 Brussels
Tel: 02/17-20-75

Brazil

Richard F. Benson, Director
Great Plains Wheat, LTDA.
Edificio Avenida Central, Salas 3314-15
Avienida Rio Branco 156
Rio De Janeiro 2C-21
Tel: 42-4413 or 42-7846

Germany

Dr. Karl W. Fangauf, Country Director
American Soybean Association
2 Hamburg 1
Tel: 33-05-16, 33-67-83

Edmund H. Driggs, European Director
Peter H. Pohl, Director for Austria, Germany, and Switzerland
Institute of American Poultry Industries
Schillerstrasse 15
6 Frankfurt/Main
Tel: 28-79-15, 28-58-51, 28-58-52

Germany (continued

Astrid Limberger, Country Representative
Rice Council for Market Development
Freiherr-Vom-Stein-Strasse 9
6 Frankfurt/Main
Tel: 72-95-34

Klaus Werner, Director, Hamburg Office
U.S. Feed Grains Council
Ballindamm 9
Hamburg 1
Tel: 33-87-86

Greece

Soto J. Vlastaris
Director, Athens Office
U.S. Feed Grains Council
5 Neofitou Douca Street
Athens 138
Tel: 718-431

India

Maharajkumar Virendrasingh
India Representative
National Soybean Processors Association
B-49 Greater Kailash 1
New Delhi 48, India
Tel: 78428

Allan Hunt, Director, New Delhi Office
Wheat Associates, U.S.A., Inc.
Flat 5 Yashwant Place
Satya Marg, Chanakya Puri
New Delhi 21
Tel: 626-968

Iran

Dr. Wilhelm M. Mogadam, Country Director
American Soybean Association
Taghinia Building, Saadi Avenue
Tehran
Tel: 33-33-78

Italy

Alessandro Morgante, Country Director
Institute of American Poultry Industries
Via XX, Settembre 5
Rome
Tel: 463-216

Bernard L. Bradley, European Director
National Renderers Association
Via Abruzzi 25
Rome 00187
Tel: 479-386

Italy (continued)

Dr. Romano Graziani, Director, Rome Office
U.S. Feed Grains Council
Via XX, Settembre 5
Rome
Tel: 487-034 or 461-488

Japan

Scott Sawyers, Country Director
American Soybean Association
Nikkatsu International Building, Room 410
1, 1-chome Yurakucho, Chiyoda-ku
Tokyo
Tel: 271-8963

Curtis H. Collier, Far East Director
Institute of American Poultry Industries
Sannoh Daiichi Building
45 - 11, 1-chome, Akasaka
Minato-ku
Tokyo
Tel: 583-2167, 583-2168

James Y. Iso, Far East Director
National Renderers Association
Akiyama Building
25 Nishikubo Akenfunecho
Shiba, Minato-ku
Tokyo 105
Tel: 501-0881 or 0882

Don M. Taylor, Japan Director
U.S. Feed Grains Council
P. O. Box 97, Kasumigaseki Bldg., 31st Floor
2-5 Kasumigaseki 3-chome
Chiyoda-ku
Tokyo
Tel: 581-9456

James L. Hutchinson, Vice President for Asian Operations
Thomas Templeton, Assistant Director
Wheat Associates, U.S.A., Inc.
Tameike Tokyu Building (8th Floor)
1-14, 1-chome, Akasaka
Minato-ku
Tokyo 107
Tel: 582-7911, 7912, 7913, 7914

Netherlands

Fred J. Watts
American Soybean Association/American Soybean Institute
Coolsingel 75
Rotterdam 1

Georg Schneider, Representative
Dried Fruit Association of California
Mathenesserlaan 472
Rotterdam
Tel: 010-251225

Netherlands (continued)

Melvin G. Maier, Regional Director for Europe, Africa, and Middle East
Great Plains Wheat, Inc.
E. N. Gebouw
Coolsingel 6
Rotterdam 1
Tel: 13-91-55

Leonard van der Velden, Benelux Director
Institute of American Poultry Industries
31 Westerkade
Rotterdam 2
Tel: 120-920, 137-540

Phil DeVany, Director of Foreign Marketing
Michigan Bean Shippers Association
E. N. Gebouw
Coolsingel 6
Rotterdam 1
Tel: 010-138474

G. Robert Peterson, European Director of Programs
Francis S. Harrell, Deputy European Director Administration and Management
U.S. Feed Grains Council
E. N. Gebouw
Coolsingel 6
Rotterdam 1
Tel: 134-525

Pakistan

Rustom S. Patel, Pakistan Representative
National Soybean Processors Association
D/37 Island Apts., Cannaught Road
Bath Island
Karachi, Pakistan
Tel: 511817

Philippines

Fred Schneiter, Regional Director, Manila
Wheat Associates, U.S.A., Inc.
P. O. Box 146
Rufino Building D-708
Makati, Rizal
Manila
Tel: 88-33-08

Singapore

Raymond E. Rancuret, Director, Southeast Asia
Bulgur Associates, U.S.A.
Room 6, 1st Floor, Kheng Chiu Building
47, Beach Road
Singapore 7

Spain

Jose R. Posada, Director, Madrid Office
U.S. Feed Grains Council
Grupo 4, Planta 11
Oficina 8 y 9
Madrid 13
Tel: 24890

Switzerland

Paul Ita, Director of European Operations
Rice Council for Market Development
Badenerstrasse 156
8004 Zurich
Tel: 27-22-55

Taiwan

Steve Chen, Country Director
American Soybean Association
P. O. Box 3512
Nanking East Road, Sec. 2, #92 (3rd Floor)
Taipei

George E. Wood, Regional Director, Taipei
Wheat Associates, U.S.A., Inc.
114 Kwang-Wu Building
388 Tun HWA, South Road
Taipei
Tel: 783-826

United Kingdom

Derek E. Uglow, Program Director UK and Eire
Rice Council for Market Development
87 Notting Hill Gate
London W. 11.
Tel: 229-9947/8

Colin Campbell, Director, London Office
U.S. Feed Grains Council
28 Mount Street
London W1Y 5 RB
Tel: 01-499-5601

Venezuela

Andre Abrajano, Director, Caracas Office
Great Plains Wheat, Inc.
Apartado 62300 (Chacao)
Caracas
Tel: 33-31-71

U.S. CHAMBER OF COMMERCE
1616 H Street, N.W.
Washington, D.C. 20006

Provides information materials for businessmen interested in international trade and contacts with the American Chambers of Commerce in foreign countries and about 225 U.S. Chambers of Commerce who maintain foreign trade services for the export trade.

Mrs. E. M. Kay Vest
Foreign Trade Director, International
Tel: 202/659-6111

E. Clinton Stokes
Senior Associate --Agriculture
Tel: 202/659-6173

The following is a partial listing of CEM's handling food and agricultural products. Others will be added on a request basis in future issues of this Directory. The products presently being handled and foreign area of operations for each CEM are given in parentheses.

The CEM handles the foreign business of several companies, usually on a minimum retainer basis plus commission. It acts as the export manager of each company it serves. It may use your stationery and your packing and shipping facilities; its overseas agents and representatives operate in your name; it may or may not assume credit risks. Its services are of special value to small companies not yet ready to set up their own export departments.

Allied Canners and Packers, Inc.
444 Market Street
San Francisco, California 94111
Vincent C. Giordano, President
Tel: 415/392-7126
(Food products for supermarkets -- worldwide plus Poland and East Germany)

M-C International
717 Market Street
San Francisco, California 94103
Harvey Masonek, President
Tel: 415/397-1455
(Tallow, canned goods, fresh fruits -- Far East)

John Stanley Horn Company
World Trade Center-Ferry Building
San Francisco, California 94111
Peter M. Horn
Tel: 415/781-6789
(Food products for supermarkets and institutional use -- worldwide)

Lansjal International - Import-Export
Manufacturers Agent & Distributors -
Combined Export Managers
P. O. Box 220
Los Altos, California 94022
Alfred A. Anastasia, Owner-President
Tel: 408/967-6707
(Flour, fruits, food supplements, quick freeze dried products -- worldwide)

Agricultural Company of Pan America, Inc.
Guilford, Connecticut 06437
Shelton W. Dudley, Jr. or R. Walter Bishop
Tel: 203/453-2100
(Parent line breeding chicks from all major strains, poultry feed additives, vitamins and trace minerals -- worldwide)

Intercontinental Associates, Inc.
Box 396
Essex, Connecticut 06426
Capt. W. H. Collins USN (Ret), President
Tel: 203/767-0224
(Dips, spices, and salad dressings -- Europe, Asia, South Africa, and Far East)

Undine International Company, Inc.
Plains Road (P. O. Box 5)
Moodus, Connecticut 06469
George W. Gildersleeve, President
Tel: 203/873-8968
(Cotton twine and cordage products -- representatives in 14 countries)

Overseas Service Corporation
2100 Palm Beach Lakes Boulevard
West Palm Beach, Florida 33401
Bert D. Akers, Vice President
Tel: 305/683-4090
(Various food products -- 30 foreign countries)

Kruse & Associates, Inc.
1100 Southeast 9th Terrace
Hialeah, Florida 33010
Kal Kruse, President
Tel: 305/888-7511
(Meats, fruits and vegetables -- Caribbean)

The C. L. Suppiger Company
11 Oakwood Drive
Belleville, Illinois 62223
Charles L. Suppiger
Tel: 618/397-0148
(Canned food items -- Central & Latin America countries including Puerto Rico)

American Beverage and Supply Company
5700 W. Raymond Street
Park Fletcher Branch, Drawer AH
Indianapolis, Indiana 46241
Preston G. Woolf or Donald M. Claus
Tel: 317/243-3531
(Foods and beverages, flavorings, fruit juice concentrates, ice cream products -- worldwide)

Gordin Fennel Company
Cedar Rapids, Iowa 52401
Tel: 319/362-2177
(Oats, oatmeal, corn meal, popcorn, grits, all types of canned and packaged specialty goods -- worldwide)

Ben R. Hendrik Trading Company
340 - International Trade Mart Building
New Orleans, Louisiana 70130
Ben Hendrix
Tel: 504/525-9915
(American cigarettes, southern food products -- Central & South America, Europe)

J. T. Gibbons, Inc.
3000 Napoleon Avenue, 2nd Floor
(P. O. Box 50579)
New Orleans, Louisiana 70150
C. E. Ryan, Vice President and Technical Director
Tel: 504/899-2377
(Animal feeds and concentrates, vitamin premixes, all types of food products -- Approximately 90 countries of the world)

Otis McAllister Export Corporation
611 Gravier Street
New Orleans, Louisiana 70130
John W. Flatley, Vice President
Tel: 504/524-1561
(Feed ingredients, processed shrimp -- Europe, Central America, Saudi Arabia, Caribbean area)

FAIRCO, Inc.
518 Gravier Street
New Orleans, Louisiana 70130
F. E. Ferchaud
Tel: 504/524-0467
(General food items -- all areas)

The J. W. George Company (Louisiana), Inc.
P. O. Box 2648
New Orleans, Louisiana 70116
J. W. George, President
Tel: 504/945-3157
(Complete food lines, including rice, beans, grain and by-products -- worldwide)

Tri Coast Export-Import Company
902 International Trade Mart
New Orleans, Louisiana 70130
Al Alice
Tel: 504/522-8820
(Snacks, candy -- Caribbean area, West Africa)

Trade Routes, Ltd.
Chamber of Commerce Building
17 Commerce Street
Baltimore, Maryland 21202
S. P. Gorman
Tel: 301/539-0060
(Canned fruits and vegetables (under private label) -- Middle East)

American International Trading Company
Munsey Building, Calvert & Fayette Streets
Baltimore, Maryland 21202
Herbert Stone
Tel: 301/752-3844
(Horse-radish, popcorn, livestock, livestock feeds, roasted soybeans, dehydrated corn, dehydrated vegetables -- Europe, Hong Kong, Japan)

Produce Trading Corporation
Box 888
Hoboken, New Jersey 07030
J. Weiss or J. Franco
Tel: 201/659-4660
201/925-8726
(Fruits and vegetables, poultry, meats, dried beans and peas, nuts, dried fruits, frozen foods, dairy products, gourmet foods -- all Caribbean, Liberia, Sierra Leone)

Bauer International Corporation
39 Broadway
New York, New York 10006
John P. Bauer, President or John C. Leonard
Tel: 212/344-3500
(Poultry, dairy, canned and frozen specialty products, meat (packed for consumer and institutional trade), soybean oil, and dried products -- Far East, Middle East, Europe, Africa)

Dodwell & Company, Ltd.
120 Wall Street
New York, New York 10005
L. Zeisler
Tel: 212/HA 2-1580
(Canned soups -- Hong Kong and Japan)

Foreign-Domestic Distributors, Inc.
11 W. 42nd Street
New York, New York 10036
Stanley Kates
Tel: 212/565-7037
(Dried beans and peas -- Caribbean, South America, Western Europe)

K. I. D., Inc.
395 Broadway
New York, New York 10013
B. B. Gechtman, President
Tel: 212/966-2595
(Canned and frozen food products -- 29 countries in and around the Caribbean and including the West Indies)

Martin Brothers Tobacco Company, Inc.
2 Park Avenue
New York, New York 10016
Manton C. Martin, President
Tel: 212/MU 5-7456
(Tobacco products, feed additives or supplements -- Italy)

C. Tennant, Sons & Company of New York
Commodity Trading Division
100 Park Avenue
New York, New York 10017
Peter Hahn, Manager
Tel: 212/679-1300
(Vegetable oils and fats, tallow -- all Latin markets)

Brewster, Leeds and Company
22 West 38th Street
New York, New York 10018
B. Leon, Export Manager
Tel: 212/563-5835
(Food products for supermarkets -- 52 countries, including all EC countries, Japan, and Hong Kong)

L. N. White and Company
225 West 34th Street
New York, New York 10001
Arnold Gabel, Vice President
Tel: 212/239-7474
(Dry beans, peas and lentils, pinto beans, feedgrains -- all countries)

Balfour Maclaine International
55 Broad Street
New York, New York 10004
Ann Shanahan
Tel: 212/425-2100
(Canned and dried and dehydrated fruits and vegetables, canned fish, bulk and packaged rice and flour, cotton greycloth, bulk tobacco, tallow and vegetable oils -- Africa, South America, and Northern Europe)

Graf and Glass, Inc.
1133 Broadway
New York, New York 10010
Leo Linden, General Manager
Tel: 212/929-0533
(Powdered cheese, popcorn, and pork rinds -- Germany, Belgium, Holland, Scotland, United Kingdom, and Italy)

Gilman International, Inc.
101 Maiden Lane
New York, New York 10038
J. Donovan Ellis, President
Tel: 212/BO 9-7990
(General supermarket food items -- United Kingdom, West Africa, Libya, Persian Gulf, Hong Kong, Middle East)

A. E. Chew and Company, Inc.
17 Battery Place
New York, New York 10004
Gerrit Jonkman
Tel: 212/WH 3-4086
(Complete line of food products -- All Europe, Denmark, Sweden, Middle East, Israel, Venezuela, Argentina, Hong Kong, and Japan)

East Coast Intercontinental Corporation
475 Northern Boulevard
Great Neck, New York 11021
Frederick G. Sternau
Tel: 516/487-0353
(Freeze-dried orange, lemon, grape and all berry flavor aides -- principally West Germany, Sweden)

V. & E. Kohnstamm, Inc.
116 Nassau Street
Brooklyn, New York 11201
Edgar Kohnstamm, President or
Miss Esther Kleiman, Export Manager
Tel: 212/624-3980
(Concentrates for producing soft drinks, flavors and bases for foods and beverages, baked goods, frozen desserts -- 23 foreign countries)

Beatrice Export Sales Company
333 North Broadway, Room 3004
Jericho, New York 11753
John Waight
Tel: 516/822-2885
(Canned, glass packed and frozen foods, food manufacturing products -- all major world countries)

AMIES Corporation
Wendell, North Carolina 27591
L. R. Clark, General Manager
Tel: 919/365-6471
(Tobacco, soybeans, and lumber -- Taiwan, Hong Kong, Japan, and North Africa)

A. B. Brannock, Ltd.
P. O. Box 17454
Falls of Neuse Road
Raleigh, North Carolina 27609
Anthony B. Brannock
Tel: 919/876-3133
(Frozen poultry (chicken, turkey), shrimp, frozen eels -- Japan, Hong Kong, Okinawa, Singapore, Antigua, Bermuda, England, Germany, Holland)

Pacific Supply Cooperative
P. O. Box 3588
Portland, Oregon 97208
G. D. Kile, Export Manager
Tel: 503/235-8811
(Pulses, cattle feed, small seeds -- worldwide)

Green Star Trading Company
Exporters-Importers
2914 S. E. 136th Place
Portland, Oregon 97236
L. T. Tanaka, Manager
Tel: 503/761-1264
(Breeding day-old baby chicks, honey -- Japan)

Oregon Commodities Company
1007/8 Corbett Building
Portland, Oregon 97204
E. R. (Gene) Kempf
Tel: 503/227-1133
(Pulses, grass seeds, cover crop forage, feedstuffs, oilseeds -- Western Europe, South and Central America, Japan, Formosa, Australia)

Singer Brokerage Company
P. O. Box 95
Cheltenham, Pennsylvania 19012
William H. Singer
Tel: 215/224-1900
(Red tart pitted cherries, glass packed honey -- Germany, Netherlands, Belgium)

D. Colasurdo & Associated
P. O. Box 242
Mercer Island, Washington 98040
Dick Colasurdo
Tel: 206/232-1337
206/232-5939
(Meats and meat by-products -- England and France)

Oceanic Sales Company
1726 Smith Tower
Seattle, Washington 98104
James Stephens
Tel: 206/MA 2-6870
(Canned N.W. Fishery products, canned salmon -- England, France)

Jensen McLean Company, Inc.
Twenty-fifth Floor - Smith Tower
Seattle, Washington 98104
Lois Smith, Secretary-Treasurer
Tel: 206/MA 2-7041
(Fresh fruits and vegetables, frozen foods -- Japan and Okinawa)

Northwest Cold Pack Company
P. O. Box 396
Bainbridge Island, Washington 98110
Peter I. Hamilton
Tel: 206/VI 2-4741
(Frozen fruits and vegetables -- Australia, West Germany, Canada, Japan, United Kingdom)

Wexco International Corporation
912 Broadway
Denver, Colorado 80203
James N. Spangler, Vice President
Tel: 303/534-5258
(Meats, beans, seeds, broomcorn--Far East, Western Europe)

PORT AUTHORITIES

The following is a partial listing of the port authorities for food and agricultural products. For a complete listing of U.S. port authorities contact the American Association of Port Authorities, 1612 K Street, N.W., Washington, D.C. 20006.

The port authorities provide information on all aspects of land and water transportation serving the port and related services such as export packaging, inspection and testing services, and warehousing and storage contacts on facilities.

Alabama
Col. Reubin Wheelis, Director
Alabama State Docks Department
P. O. Box 1588
Mobile, Alabama 36601
Tel: 205/438-2481

Albany
Frank W. Dunham, Jr., General Manager
Albany Port District Commission
Administration Building
Albany, New York 12202
Tel: 518/463-1103

Astoria
C. E. Hodges, General Manager
The Port of Astoria
Astoria, Oregon 97103
Tel: 503/325-4521

Baton Rouge
C. W. Herbert, Executive Director
Greater Baton Rouge Port Commission
P. O. Box 380
Port Allen, Louisiana 70767
Tel: 504/348-4207

Beaumont
John H. Groh, Port Director & Secy-Tres.
Port of Beaumont
P. O. Drawer 3626
Beaumont, Texas 77704
Tel: 713/835-5367

Bellingham
T. J. Glenn, General Manager
Port of Bellingham
P. O. Box 728
Bellingham, Washington 98225
Tel: 206/734-9110

Bradenton
Joel Wilcox, Port Director
Manatee County Port Authority
P. O. Box 1180
Bradenton, Florida 33505

Brazos Harbor
P. R. Schaff, Office Manager
Brazos River Harbor Navigation District
P. O. Box 615
Freeport, Texas 77541
Tel: 713/233-2667

Brownsville
A. A. Cisneros, General Manager and Port Director
Brownsville Navigation District
P. O. Box 231
Brownsville, Texas 78520
Tel: 512/542-4351

Brunswick
John L. Raulerson, General Manager
Brunswick Port Authority
Brunswick, Georgia 31520
Tel: 912/265-3700

Buffalo
Arthur J. Fallon, Executive Director
Niagara Frontier Transportation Authority
1600 Statler Hilton Hotel
Niagara Square
Buffalo, New York 14202
Tel: 716/856-6524

Chicago
Capt. V. J. Soballe, USN (Ret.) Port Director
Department of the Port of Chicago, Navy Pier
Chicago, Illinois 60611
Tel: 312/744-4200

Maxim M. Choen, General Manager
Chicago Regional Port District
Lake Calumet Harbor
Chicago, Illinois 60633
Tel: 312/646-4400

Cleveland
Richard L. Schultz, Executive Director
Cleveland-Cuyahoga County Port Authority
101 Erieside Avenue
Cleveland, Ohio 44144

Corpus Christi
Byrd Harris, Port Director
Port of Corpus Christi
Nueces County Navigation District
P. O. Box 1541
Corpus Christi, Texas 78403
Tel: 512/882-5633

Detroit
F. Clifton Lind, Port Director
Detroit-Wayne County Port Commission
Veterans Memorial Building
151 W. Jefferson Avenue
Detroit, Michigan 48226
Tel: 313/224-5656

Duluth
C. Thomas Burke, Executive Director
Seaway Port Authority of Duluth
P. O. Box 310
Duluth, Minnesota 55801
Tel: 218/727-8525

Everett
Richard Andersen, Manager
Port of Everett
Pier One
P. O. Box 538
Everett, Washington 98201
Tel: 206/259-3164

Fort Pierce
Welden B. Lewis, Administrator
Fort Pierce Port Authority
P. O. Box 700
Fort Pierce, Florida

Galveston
C. S. Devoy, General Manager and
Port Director
Galveston Wharves
P. O. Box 328
Galveston, Texas 77550
Tel: 713/765-9321

Georgia
J. D. Holt, Executive Director
Georgia Ports Authority
P. O. Box 2406
Savannah, Georgia 31402
Tel: 912/964-1721

Grays Harbor
E. W. Clocksin, Manager
Port of Grays Harbor
P. O. Box 660
Aberdeen, Washington 98520
Tel: 206/533-3620

Gulfport
Capt. Robert C. Engram, Port Director
Mississippi State Port Authority
at Gulfport
P. O. Box 40
Gulfport, Mississippi 39501
Tel: 601/863-3851

Hawaii
Fujio Matsuda, Director of Transportation
Department of Transportation
869 Punchbowl Street
Honolulu, Hawaii 96813
Tel: 548-3205

Houston
J. P. Turner, Executive Director
Port of Houston
P. O. Box 2562
Houston, Texas 77001
Tel: 713/225-0671

Jacksonville
Dave Rawls, Managing Director
Jacksonville Port Authority
P. O. Box 3005
Jacksonville, Florida 32206
Tel: 904/356-1971

Long Beach
Thomas J. Thorley, General Manager
Board of Harbor Commissioners
P. O. Box 570
Long Beach, California 90801
Tel: 213/437-0041

Los Angeles
B. J. Cauglin, General Manager
Board of Harbor Commissioners
P. O. Box 151
San Pedro, California 90733
Tel: 213/775-3231

Maryland
Joseph L. Stanton, Executive Director
Maryland Port Authority
Pier 2, Pratt Street
Baltimore, Maryland 21202
Tel: 301/383-5700

David K. Tosic, Regional Mrg, Brussels
60 Rue Ravenstein
Brussels, Belgium

Austin G. Tofield, Regional Manager
K. L. Newton, Assistant
London, Moor House
119 London Wall
London, E.C. 2, England

Warren F. McClelland, Director, Far East
322 Yurakucho Building
Tokyo, Japan

Massachusetts
Edward J. King, Executive Director
Massachusetts Port Authority
470 Atlantic Avenue
Boston, Massachusetts 02110
Tel: 617/482-2930

Miami
RADM I. J. Stephens, USCG (ret)
Port Director
Dade County Seaport Department
1015 Port Boulevard
Miami, Florida 33132
Tel: 305/377-5841

Milwaukee
John A. Seefeldt, Municipal Port Director
Board of Harbor Commissioners
606 City Hall
Milwaukee, Wisconsin 53202
Tel: 414/276-3711

New Orleans
Edward S. Reed, Exec. Port Director & Gen. Mgr.
Board of Commissioners of the Port of New Orleans
P. O. Box 60046
New Orleans, Louisiana 70160
Tel: 504/822-5122

Paul L. Vogel, Managing Director
European Trade Development
Brussels, Belgium

Allen V. Junkin, Managing Director
Far East Trade Development
Tokyo, Japan

Robert N. Pundsack, Managing Director
London, England

Ulysses J. de St. Germain, Jr., Managing Director
Latin American Trade Development
Panama

H. K. H. Cook, Australian Trade Director
Victoria

New York
Austin J. Tobin, Executive Director
The Port of New York Authority
111 Eighth Avenue
New York, New York 10011
Tel: 212/620-7000

Norfolk
James N. Crumbley, General Manager
Port and Industrial Authority
1500 Maritime Tower
Norfolk, Virginia 23510
Tel: 703/625-8291

North Carolina
James W. Davis, Executive Director
State Ports Authority
State Port Terminal
Wilmington, North Carolina 28401
Tel: 919/763-1621

Oakland
Ben E. Nutter, Executive Director
Port of Oakland
66 Jack London Square
P. O. Box 2064
Oakland, California 94607
Tel: 415/444-3188

Olympia
Gene W. Sibold, Manager
Port of Olympia
P. O. Box 827
Olympia, Washington 98501

Orange
S. E. Pomeroy, Port Director
Orange County Navigation and Port District
P. O. Box 516
Orange, Texas 77630
Tel: 713/883-4363

Pensacola
Col. Richard V. Hale, Port Director
Port of Pensacola
Pensacola, Florida 32502
Tel: 904/438-8537

Philadelphia
C. H. McWilliams, Actg. Executive Director
Delaware River Port Authority
P. O. Box 1949
Camden, New Jersey 08101
Tel: 609/963-6420

James R. Kelly, Director
World Trade Division
102 Public Ledger Building
Philadelphia, Pennsylvania 19106
Tel: 215/923-1840

Niels R. Krag, Managing Director, Europe
128 Mount Street
London W. 1, England

Charles H. Dickey, Managing Dir-Far East
World Trade Division
1214 World Trade Center Building
5, 3-Chome
Hamamatsu-cho, Minato-ku
Tokyo, Japan

Edward H. Bacon, Manager
Milan, Italy

Guillermo E. Petersson
Bogota, Colombia

Allan C. Slater, Manager
Hong Kong Productivity Centre
Room 522, Gloucester Building
Des Voeux Road Central
Hong Kong

Irvin J. Good, Executive Director
Philadelphia Port Corporation
Room 1105 Mall Building
4th and Chestnut Streets
Philadelphia, Pennsylvania 19106
Tel: 215/925-9301

Port Everglades
J. H. Ferris, Jr., Port Director
Port Everglades Authority
Port Everglades, Florida 33316
Tel: 305/523-3404

Portland, Maine
Edward Langlois, General Manager
Maine Port Authority
Maine State Pier
Portland, Maine 04111
Tel: 207/773-5608

Portland, Oregon
Edward G. Westerdahl, Executive Director
Port of Portland
P. O. Box 3529
Portland, Oregon 97208
Tel: 503/224-4260

Portsmouth
John T. Nix, Executive Director
Portsmouth Port & Industrial Commission
2420 Seaboard Avenue
P. O. Box 1057
Portsmouth, Virginia 23705
Tel: 703/399-3091

Sacramento
Melvin Shore, Port Director
Port of Sacramento
World Trade Center
West Sacramento, California 95691
Tel: 916/371-8000

San Diego
Don L. Nay, Port Director
San Diego Unified Port District
3165 Pacific Highway
P. O. Box 488
San Diego, California 92112
Tel: 714/291-3900

San Francisco
Miriam Wolff, Port Director
San Francisco Port Commission
Ferry Building
San Francisco, California 94111
Tel: 415/391-8000

Paul M. Takahashi, Manager
Far East Trade Development Office
Room 760, Palace Hotel 1-1-1
Marunouchi Chiyoda-ku
Tokyo, Japan

A. W. Choi, Manager
Korea Trade Development Office
P. O. Box 244
Kwang HWA Moon Seoul, Korea

Savannah
W. H. McGowan, Executive Director
Savannah Port Authority
P. O. Box 128
Savannah, Georgia 31402
Tel: 912/233-9604

Seattle
J. Eldon Opheim, General Manager
Port of Seattle
P. O. Box 1209
Seattle, Washington 98111
Tel: 206/587-3300

South Carolina
Capers G. Barr, Jr., General Manager
State Ports Authority
Customhouse Wharf
Charleston, South Carolina 29402
Tel: 803/723-8651

Stockton
C. W. Phelps, Director
Port of Stockton
P. O. Box 2089
Stockton, California 95201
Tel: 209/466-6011

Tacoma
E. L. Perry, General Manager
Port of Tacoma
P. O. Box 1837
Tacoma, Washington 98401
Tel: 206/383-5841

Tampa
Guy N. Verger, Port Manager
Tampa Port Authority
P. O. Box 2192
Tampa, Florida 33601
Tel: 813/248-1924

Toledo
John A. McWilliam, General Manager
Toledo-Lucas County Port Authority
241 Superior Street
Toledo, Ohio 43604
Tel: 419/243-8251

Vancouver, Washington
K. M. Engebretsen, Director
Port of Vancouver
P. O. Box 1180
Vancouver, Washington 98660

Virginia
Ernest T. Bauer, Actg. Executive Director
Virginia Port Authority
1600 Maritime Tower
Norfolk, Virginia 23510
Tel: 703/622-1671

George C. McKinney, Director for Europe

Wm. J. Young, Director for the Far East

Wilmington
Doris A. Dawson, Port Director
Board of Harbor Commissioners
P. O. Box 1191
Wilmington, Delaware 19899
Tel: 302/656-8566

EXPORT PAYMENT AND CREDIT

Export sales are usually paid for by one of three methods: an export letter of credit opened by the foreign buyer in favor of the seller in the United States; a draft drawn directly by the seller in the United States on the buyer abroad; or open account basis.

Letter of Credit

A letter of credit offers the greatest protection to the seller. When it is issued in irrevocable form by either a domestic or a foreign bank on behalf of a foreign buyer, it eliminates the credit risk. It assures the seller that he will be paid when the specified shipping documents are presented to the paying bank indicated in the letter of credit, provided that all the requirements of the credit have been met.

Sight and Time Drafts

Drafts are increasingly popular. With the sight draft, the buyer can defer payment until the foreign correspondent of the seller's bank presents the draft to him. Only after the payment is made does the buyer receive title to the goods the exporter shipped. In practice, the buyer often does not make payment -- and take title -- until the goods arrive in his country.

Sales on Open Account

If the buyer is well known to the seller, has a well established reputation, or is a foreign branch or subsidiary of a U.S. firm, the seller may want to do business on an open account, or even consignment basis.

Open account sales are simple and convenient, but they provide no negotiable instrument of obligation and there may be problems of collection if the buyer refuses to pay.

Commercial banks are the best source of information on export documentation and the various means of financing and insuring export sales. If your local bank does not handle export paper, it is probably a correspondent of a bank that does. For reference material on financing and credit, see the listing of Export Publications in this Directory.

COMMODITY CREDIT CORPORATION

The Commodity Credit Corporation provides for the financing of export sales of certain U.S. agricultural commodities for periods of a maximum of 36 months. This enables the U.S. exporter to sell such agricultural commodities to the foreign importer on a deferred-payment basis. For all transactions there is required an acceptable bank obligation and an assignment by the U.S. exporter of his account receivable. Interest is charged at rates announced each month by CCC. For further information contact:

John C. Scholl, Acting Assistant Sales Manager
Export Marketing Service
U.S. Department of Agriculture
14th & Independence Avenue, S.W.
Washington, D.C. 20250
Tel: 202/388-6301

EXPORT-IMPORT BANK

In certain situations, private financing may not be available. In such cases, exporters should contact the Export-Import Bank, a U.S. government agency that promotes exports by guaranteeing loans made by commercial banks and by underwriting export credit insurance available through the Foreign Credit Insurance Association. For further information contact:

Export-Import Bank of Washington
811 Vermont Avenue, N.W.
Washington, D.C. 20571
Tel: 202/737-7890

INFORMATION

Transportation and Facilities Research
Agricultural Research Service
U.S. Department of Agriculture
Federal Center Building
Hyattsville, Maryland 20782
Tel: 202/388-8721

Ocean Transportation Division
Export Marketing Service
U.S. Department of Agriculture
Washington, D.C. 20250
Tel: 202/388-3664

General information on ocean transportation services for exports of food and agricultural commodities.

Regulatory Bodies
Civil Aeronautics Board
1825 Connecticut Avenue, N.W.
Washington, D.C. 20428
Tel: 202/393-3111

An independent regulatory agency to encourage the development of an effective air transportation system; regulate air transportation; promote adequate, economical, and efficient service at reasonable charges; and promote, encourage, and develop civil aeronautics.

Interstate Commerce Commission
Constitution Avenue & 12th Street, N.W.
Washington, D.C. 20423
Tel: 202/737-9765

A Federal agency to regulate interstate surface transportation for the benefit of the public. In its regulatory roll, the ICC bears a broad responsibility for assuring that the American public has an adequate and efficient transportation system under private ownership -- one that gives equal treatment to all.

Federal Maritime Commission
1321 H Street, N.W.
Washington, D.C. 20573
Tel: 202/783-5200

An independent agency responsible for administering the regulatory statutes affecting water common carriers engaged in U.S. foreign commerce and the relationships between those carriers and shippers.

ASSOCIATIONS

Air Freight Forwarders Association
1730 Rhode Island Avenue, N.W.
Washington, D.C. 20005
Tel: 202/293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic functions for companies not having traffic departments and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking, and other services.

Air Transport Association of America
1000 Connecticut Avenue, N.W.
Washington, D.C. 20036
Tel: 202/296-5800

A trade association representing domestic and international scheduled U.S. flag airlines with headquarters in Washington, D.C. The association includes an air freight marketing group offering assistance to exporters of food and agricultural products.

Association of American Railroads
American Railroad Building
Washington, D.C. 20036
Tel: 202/NA 8-9020

The central coordinating and research agency in railroad operation -- maintenance engineering, research, safety, accounting, finance, valuation, taxation, legislation, and transportation.

American Trucking Association
1616 P Street, N.W.
Washington, D.C. 20036
Tel: 202/DU 7-3200

A national federation of fifty-one independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and thirteen independent and autonomous "conferences," each of which represents a special class or type of trucking operations.

American Association of Port Authorities
601 Southern Building
Washington, D.C. 20005
Tel: 202/638-6263

A corporate body whose members include all the 70 major ports in the U.S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

Containerization Institute, Inc.
15 East 40th Street
New York, New York 10016
Tel: 212/686-1824

A clearing house of information about the container industry. Acts as liaison with industry committees and government agencies and is the industry headquarters for information on technical problems and new developments.

Sources of information and assistance in foreign marketing research and training of personnel to be stationed overseas:

American Institute of Foreign Trade
59th Avenue and Greenway Road
Phoenix, Arizona 85033
Tel: 602/938-0000

Language training for overseas executives.

American Management Association, Inc.
135 West 50th Street
New York, New York 10020

Management education services overseas.

American Marketing Association
230 North Michigan Avenue
Chicago, Illinois 69601
Tel: 312/236-8306

An international professional association devoted to the continuing education of the marketing professional.

American Society of International Executives
734 Land Title Building
Broad and Chestnut Streets
Philadelphia, Pennsylvania 19110
Tel: 215/563-8887

A nonprofit international society that sets standards, gives examinations and bestows appropriate recognition on men and women with skills important to international trade. Study outline may be purchased for export documentation, export sales management, international freight and air-freight forwarding and traffic management. Credentials are issued to those who pass examinations and to others with long international business experience.

Business Council for International Understanding
420 Lexington Avenue
New York, New York 10017

Conducts seminars and language study for administrative, technical, and advisory personnel of middle and upper management who are assigned abroad, or home-based executives with responsibilities in their companies' international affairs.

International Management Association
135 West 50th Street
New York, New York 10020

(Affiliate of American Management Association)

Management education services overseas.

International Study and Research Institute, Inc.
219 E. 49th Street
New York, New York 10017
Tel: 212/421-8580

Conducts lectures and seminars on export conditions for countries overseas -- marketing, finance, trade policies, etc. Prepares specialized orientation programs for organizations, concentrating on their particular needs -- product(s), market distribution, promotion, pricing, etc.

Sales and Marketing Executives International
630 Third Avenue
New York, New York 10017

International professional association, providing interchange of sales information and marketing techniques with executives in other countries. Conduct training seminars.

International Advertising Association
475 Fifth Avenue
New York, New York 10017

Research and information on international advertising.

World Trade Institute
111 Eighth Avenue
New York, New York 10011
Tel: 212/620-7444

A part of the World Trade Center in New York City now nearing completion. Conducts practical education and information programs for business executives and government officials involved in all aspects of international trade.

FOREIGN EMBASSIES in the UNITED STATES
and U.S. Food and Agricultural Trade by Countries

The following is a partial listing of Foreign Embassies in the United States in the order of the importance of their countries in U.S. food and agricultural trade. The figure in parenthesis following each country represents the dollar imports of U.S. food and agricultural products for the country in calendar year 1970. The figure includes P.L. 480 shipments and does not make adjustments for transshipments to other countries.

The Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the Foreign Consulates which are located at many of the leading U.S. ports.

Japan ($1,214,143,000)
Embassy of Japan
2520 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/234-2266

Canada ($809,975,000)
Embassy of Canada
1746 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: 202/332-1011

Netherlands ($522,572,000)
Netherlands Embassy
4200 Linnean Avenue, N.W.
Washington, D.C. 20009
Tel: 202/244-5300

West Germany ($517,457,000)
German Embassy
4645 Reservoir Road, N.W.
Washington, D.C. 20007
Tel: 202/331-3000

United Kingdom ($402,214,000)
British Embassy
3100 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/462-1340

India ($256,286,000)
Indian Embassy
2107 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/265-5050

Korea ($217,990,000)
Korean Embassy
1875 Connecticut Avenue, N.W.
Washington, D.C. 20008
Tel: 202/483-7383

Italy ($200,086,000)
Italian Embassy
1601 Fuller Street, N.W.
Washington, D.C. 20009
Tel: 202/234-1935

South Vietnam ($166,439,000)
Embassy of Vietnam
2251 R Street, N.W.
Washington, D.C. 20008
Tel: 202/234-4860

France ($161,586,000)
French Embassy
2535 Belmont Road, N.W.
Washington, D.C. 20008
Tel: 202/234-0990

Belgium-Luxembourg ($157,092,000)
Belgian Embassy
1145 19th Street, N.W.
Washington, D.C. 20008
Tel: 202/333-6900

Mexico ($155,236,000)
Mexican Embassy
2829 16th Street, N.W.
Washington, D.C. 20009
Tel: 202/234-6000

Spain ($140,852,000)
Embassy of Spain
2700 15th Street, N.W.
Washington, D.C. 20009
Tel: 202/265-0190

Taiwan ($134,382,000)
Embassy of Taiwan
2311 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/667-9000

Indonesia ($131,161,000)
Embassy of Indonesia
2020 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: 202/293-1745

Pakistan ($119,082,000)
Embassy of Pakistan
2315 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/332-8330

Venezuela ($98,685,000)
Venezuelan Embassy
2425 Massachusetts Avenue, N.W.
Washington, D.C. 20006
Tel: 202/265-9600

Israel ($96,718,000)
Embassy of Israel
1621 22nd Street, N.W.
Washington, D.C. 20008
Tel: 202/483-4100

Switzerland ($84,214,000)
Switzerland Embassy
2900 Cathedral Avenue, N.W.
Washington, D.C. 20008
Tel: 202/462-1811

Denmark ($83,599,000)
Danish Embassy
3200 Whitehaven Street, N.W.
Washington, D.C. 20008
Tel: 202/234-4300

Philippines ($77,555,000)
Philippine Embassy
1617 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: 202/462-1400

Brazil ($68,540,000)
Brazilian Embassy
3007 Whitehaven Street, N.W.
Washington, D.C. 20008
Tel: 202/365-9880

Sweden ($57,254,000)
Swedish Embassy
2249 R Street, N.W.
Washington, D.C. 20008
Tel: 202/356-3600

Hong Kong ($57,219,000)
British Embassy
3100 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/462-1340

Poland ($50,392,000)
Polish Embassy
2640 16th Street, N.W.
Washington, D.C. 20009
Tel: 202/234-3800

Morocco ($46,388,000)
Embassy of Morocco
1601 21st Street, N.W.
Washington, D.C. 20009
Tel: 202/462-7979

Yugoslavia ($42,330,000)
Yugoslav Embassy
2410 California Street, N.W.
Washington, D.C. 20008
Tel: 202/462-6566

Colombia ($38,563,000)
Colombian Embassy
2118 Leroy Place, N.W.
Washington, D.C. 20008
Tel: 202/387-5828

Norway ($38,104,000)
Norwegian Embassy
34th & Massachusetts Avenue, N.W.
Washington, D.C. 20007
Tel: 202/333-6000

Portugal ($35,276,000)
Portuguese Embassy
2125 Kalorama Road, N.W.
Washington, D.C. 20008
Tel: 202/605-1643

Jamaica ($34,976,000)
Embassy of Jamaica
1666 Connecticut Avenue, N.W.
Washington, D.C. 20009
Tel: 202/387-1010

Australia ($33,969,000)
Australian Embassy
1700 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: 202/797-3600

Peru ($32,781,000)
Peruvian Embassy
1320 16th Street, N.W.
Washington, D.C. 20036
Tel: 202/387-5150

Chile ($31,998,000)
Embassy of Chile
1736 Massachusetts Avenue, N.W.
Washington, D.C. 20036
Tel: 202/667-0746

Thailand ($31,855,000)
Royal Thai (Thailand) Embassy
2300 Kalorama Road, N.W.
Washington, D.C. 20008
Tel: 202/667-1446

Iran ($30,465,000)
Embassy of Iran
3005 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/483-5500

Nigeria ($29,562,000)
Embassy of Nigeria
1333 16th Street, N.W.
Washington, D.C. 20036
Tel: 202/234-4800

Dominican Republic ($29,707,000)
Dominican Republic Embassy
1715 22nd Street, N.W.
Washington, D.C. 20008
Tel: 202/332-6280

Romania ($27,839,000)
Romanian Embassy
1601 23rd Street, N.W.
Washington, D.C. 20008
Tel: 202/232-4747

Saudi Arabia ($25,551,000)
Saudi Arabian Embassy
1520 18th Street, N.W.
Washington, D.C. 20036
Tel: 202/483-2111

Greece ($27,070,000)
Greek Embassy
2221 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/707-3168

Tunisia ($26,766,000)
Embassy of Tunisia
2408 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/232-3134

United Arab Republic ($26,306,000)
(Not represented
in Washington, D.C.)

Republic of South Africa ($25,350,000)
South African Embassy
3051 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/232-4400

Ireland ($20,213,000)
Embassy of Ireland
2234 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/483-7639

Hungary ($20,213,000)
Hungarian Embassy
2437 15th Street, N.W.
Washington, D.C. 20009
Tel: 202/387-3800

Panama ($19,369,000)
Panama Embassy
2862 McGill Terrace, N.W.
Washington, D.C. 20008
Tel: 202/387-7400

Algeria ($18,651,000)
Algerian Embassy
2118 Kalorama Road, N.W.
Washington, D.C. 20008
Tel: 202/234-7246

Singapore ($17,051,000)
Embassy of the Republic of Singapore
1824 R Street, N.W.
Washington, D.C. 20009
Tel: 202/667-7555

Lebanon ($16,731,000)
Embassy of Lebanon
2560 28th Street, N.W.
Washington, D.C. 20008
Tel: 202/332-0300

USSR ($15,912,000)
Embassy of the Union of Soviet
Socialist Republics
1125 16th Street, N.W.
Washington, D.C. 20036
Tel: 202/628-7550

Trinidad-Tobago ($14,930,000)
Embassy of Trinidad & Tobago
2209 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/232-3134

Malaysia ($14,864,000)
Embassy of Malaysia
2401 Massachusetts Avenue, N.W.
Washington, D.C. 20008
Tel: 202/234-7500

Guatemala ($14,907,000)
Embassy of Guatemala
2220 R Street, N.W.
Washington, D.C. 20008
Tel: 202/332-2865

U.S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service

Foreign Agriculture. A weekly magazine reporting on and interpreting world agricultural developments for U.S. producers, processors, distributors, and users offarm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: $10 per year in U.S. ($13 foreign). Send order and check to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Foreign Agriculture Circulars. Production, trade, and other specialized reports on 23 major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. For complete information and order blank write: Information Service Branch, FAS, Room 5918-S, U.S. Department of Agriculture, Washington, D.C. 20250.

Special Reports. Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write: Information Service Branch, FAS, Room 5918-S, U.S. Department of Agriculture, Washington, D.C. 20250

Terms Used in International Agricultural Trade. A vocabulary of foreign agricultural trade terms (FAS-M-152 Revised May 1971). Write Information Service Branch, FAS, Room 5918-S, U.S. Department of Agriculture, Washington, D.C. 20250

Economic Research Service

Foreign Agricultural Trade of the United States. A monthly analytical review of the foreign agricultural trade of the United States, emphasizing current status and outlook for trade, including Food-for-Freedom shipments. Regularly summarizes cumulative data on quantity and value from July 1 of the current year with comparisons for the corresponding period of the previous year; cumulative country totals from July 1 of the current year only. Government program information consists of quantity and value totals for individual commodities and countries as available. Frequently includes timely articles of special interest to American exporters and importers. Once a year includes fiscal year data on imports of fruits and vegetables under quarantine. Free in the United States. Apply to Division of Information, Office of Management Services, U.S. Department of Agriculture, Washington, D.C. 20250

Supplements to Foreign Agricultural Trade of the United States. U.S. Foreign Agricultural Trade by Commodities -- issued on a fiscal year and calendar year basis -- contains detailed quantity and value data for the two most recent years, quantity indices, and historical series. U.S. Foreign Agricultural Trade by Countries -- issued on a fiscal year and calendar year basis -- contains commodity-by-country and country-by-commodity data for the most recent year only. Apply as above.

The World Agricultural Situation. Review and Outlook: Foreign Agricultural Economic Report issued annually together with four regional supplements -- Europe and the Soviet Union, the Western Hemisphere, Far East and Oceania, and the Africa and West Asia Agricultural Situation. Apply to Division of Information, Office of Management Services, U.S. Department of Agriculture, Washington, D.C. 20250

Extension Service

Agricultural Trade Policies. A 1969 series of six leaflets by eminent university authorities -- No. 1, World Trade Situation and Environment, No. 2, Market Access and Barriers to Trade, No. 3, Continuation of Present Policies, No. 4, Protectionism and Its Consequences, No. 5, Freer Trade and Its Consequences, No. 6, Developing Foreign Markets. Copies may be obtained from your State Land-grant university.

Extension Service (continued)

Expanding Agricultural Exports. Proceedings of two international marketing conferences held at Albany, California, and New Orleans, Louisiana in 1969. Copies are available from J. R. Corley, Extension Service, US Department of Agriculture, Washington, D.C. 20250.

South Carolina International Trade Directory, 1969. A useful directory for exporters, importers and others interested in obtaining information about South Carolina firms engaged in foreign commerce. Copies may be obtained from Clemson University, Department of Agricultural Economics, South Carolina Agricultural Experiment Station, Clemson, South Carolina 29631.

U.S. DEPARTMENT OF COMMERCE

Checklist of International Business Publications. Lists all international publications of Commerce Department, including all available Overseas Business Reports. Semiannual. Order only from Department of Commerce Field Offices. Free.

Commerce Business Daily. A daily synopsis of U.S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce Field Offices or the Superintendent of Documents, Washington, D.C. 20402. $20 per year; $57 airmail.

Commerce Today. Bi-weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. $20 a year ($26.25 to foreign address). Sample copy from Department of Commerce Field Office on request.

Trade Contact Surveys. Individual surveys conducted in a foreign country or area to enable U.S. firms to find agents and distributors that meet their specific requirements. Available from Department of Commerce Field Offices. $50 each.

Sources of Credit Information on Foreign Firms. A ready reference to the principal sources of foreign credit information which exist in the United States and abroad. Order from Department of Commerce Field Offices or the Superintendent of Documents, Washington, D.C. 20402. $0.35 each.

Introductory Guide to Exporting. A description of the basic steps in exporting and services of the U.S. Department of Commerce. For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Price $0.40.

Trade Lists. Each list contains names, addresses, and brief descriptions of foreign firms (manufacturers, exporters, importers, distributors, agents, etc) handling a specific commodity in a particular country. Available from Department of Commerce Field Offices. $1 each.

World Trade Directory Reports. Each report furnishes detailed commercial and financial information on a specific foreign firm to provide some basis for determining its competence and reliability. Information includes data as to type of organization, method of operation, lines handled, size, capitalization, sales volume, names of officers, reputation, American representatives, and other references. Available from Department of Commerce Field Offices. $2 each.

SMALL BUSINESS ADMINISTRATION

Export Marketing for Smaller Firms. This Small Business Administration publication described how smaller business firms can either expand their export trade or enter the export market. Order from Superintendent of Documents, Washington, D.C. 20402. $0.50.

TRANSPORTATION

Airline Management & Marketing (Magazine). Features articles on airline management and marketing, published monthly by Ziff-Davis Publishing Company, One Park Avenue, New York, New York 10016; subscription rate $1 per copy; editor Eric Bramley.

Transport Topics (Newspaper). Features articles on motor carrier freight management, regulatory and legislative matters, financial reports, and engineering and operational developments in the motor carrier industry; published weekly by American Trucking Association, 1616 P Street, N.W., Washington, D.C. 20036.

Container News (Magazine). Magazine of containerization: air, rail, marine, and highway; published monthly by Container News, Inc., 150 East 52nd Street, New York, New York 10022.

Container World (Magazine). Articles on cargo transport and handling methods from breakbulk to containerization, roll on/roll off and L.A.S.H. in. Published monthly by Brandon's Container World, One Broadway, New York, New York 10004.

Air Cargo (Magazine). Standard reference of the Air Traffic Conference of America and the international Air Transport Association; in addition to highlighting changes in rates and regulatory proceedings, it also includes complete air cargo schedules; published monthly by American Aviation Publications, Inc., 1001 Vermont Avenue, N.W., Washington, D.C. 20005; subscription rate $10 per year; editor Wallace Longstreth.

OTHER EXPORT PUBLICATIONS

Export Handbook. A publication of the Mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write to MIATCO, Mercantile Exchange Building, Suite 710, 300 West Washington Street, Chicago, Illinois 60606.

AIM Export Directory. A publication of the Atlantic International Marketing Committee representing the State Departments of Agriculture of North Carolina, South Carolina, Maryland, and Virginia. Lists and describes export products, export contacts and export services in the area. Copies can be obtained from any of the above State Departments of Agriculture.

ABC Europe Production. Lists 500,000 names and addresses of exporters; importers; banks; insurance, advertising, and transportation companies in 29 European countries. Indexed in English, French, German, Italian, Portuguese, and Spanish. Annual. ABC Verlagshaus, Berliner Allee 8, Darmstadt 61, West Germany, 4,200 pp. $25.

American Register of Exporters and Importers. Lists over 25,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. Annual. American Register of Exporters and Importers Corporation, 90 West Broadway, New York, New York 10007. $20 postpaid, U.S. and foreign.

The Whys and Hows of Exporting. A guide for existing and potential exporters and description of the export services provided by the State of New York. For copies write to New York Department of Commerce, International Division, 112 State Street, Albany, New York 12207.

Thomas Grocery Register. A buyers' and sellers' guide of the grocery and allied trades of the United States and Canada, published annually in July. Thomas Publishing Company, 461 Eighth Avenue, New York, New York 10001. $20.

International Yellow Pages. Lists business and professional firms and individuals in 150 countries throughout the world, under headings that describe products and services they offer in worldwide trade. The Reuben H. Donnelly Corporation, 235 E. 45th Street, New York, New York 10017. $20

Custom House Guide. United States tariff schedules, duty rates, ports, internal revenue code, customs, shipping and commerce regulations, reciprocal trade agreements. Annual. Custom House Guide, Box 7, Bowling Green Station, Custom House, New York, New York 10004. $40. Price includes 12 monthly issues of the American Import and Export Bulletin, a companion publication which will keep the guide up-to-date throughout the year.

Export Shipping Manual, International Trade Reporter. Contains country-by-country shipping information. Supplementary pages are mailed to subscribers incorporating changes as they occur. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N.W., Washington, DC 20037. $69 new subscription, $63 renewal subscription; in combination with International Trade Reporter's Survey and Analysis, $88 new subscription, $80 renewal subscription.

Export and Import Procedures. An outline of the more important types of financial instruments and methods in the exportation and importation of products with a description of the leading agencies involved. Morgan Guaranty Trust Company, International Banking Division, 213 Wall Street, New York, New York 10005.

Export Documentation and Shipment Preparation. A detailed outline of the procedures and steps in making out letters of credit, bills of lading, and other export documentation. The Traffic Service Corporation, Washington Building, Washington, D.C. 20005. $3.95.

Practical Exporting and Importing. A textbook describing the fundamental operations in exports from a businessman's point of view. Philip MacDonald, second edition, 1959. The Ronald Press Company, 79 Madison Avenue, New York, New York 10016. $8.50.

Import and Exchange Controls Manual. Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. Subscription rate per year; in combination with Survey and Analysis $116 new subscription, $106 renewal; in combination with Export Shipping Manual $158 new subscription, $148 renewal. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N.W., Washington, DC 20037.

Worldwide Marketing Horizons. A monthly magazine with feature articles and listings of marketing opportunities in international trade. Pan American World Airways, Inc., Pan Am Building, New York, New York 10017.

DUN & BRADSTREET PUBLICATIONS
466 Lexington Avenue
New York, New York 10017

Exporters' Encyclopaedia. Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade. Annual. Price includes twice-monthly supplementary bulletins and newsletters. $100.

World Marketing. A newsletter, issued twice monthly, covering developments in the export business. Subscriptions, $20 per year (included with subscriptions to Exporters' Encyclopaedia - cost $100 per year).

World Trade Data Yearbook. Special supplement to Business Abroad magazine. Articles, tables, directories, and study of export credit terms. $5.

Business Abroad. A listing of foreign agency contacts and buying offices, foreign publications with U.S. representatives, U.S. advertising agencies with overseas offices or affiliates, world trade zones, where to find U.S. bankers abroad, and transportation guides to routings and services. Published annually. $5.

How to Get Started in Exporting: A $204 Billion Market. A guide for the businessman of the initial steps and procedures in developing an export business.

International Market Guides for Latin America and Continental Europe. Extensive directories of firm listings and trade and market data. Reference books which identify and classify leading business firms.

U.S. CHAMBER OF COMMERCE PUBLICATIONS
1615 H Street, N.W.
Washington, D.C. 20006

Foreign Commerce Handbook. Outlines functions, activities, and services of U.S. Government and inter-governmental and private organizations concerned with foreign trade. Contains data and sources of information, including foreign weights and measures; comprehensive bibliography of reference works, books, pamphlets, periodicals. 16th edition, 1967. $2.

An Introduction to Doing Import and Export Business. Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information. 6th edition, 1962. $2.

Guide to Foreign Information Sources. Lists foreign embassies and legations in the United States; other organizations and services relating to major world areas. $0.25.

UNITED STATES DEPARTMENT OF AGRICULTURE

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